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# Auto Appraiser News

**OFFICIAL**

**-I-A-A-A-**

**NEWSLETTER**

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Volume 9 Issue 4

Fourth Quarter 2002



I ask that all IAAA members should take a moment of silence for all who died September 11, 2001 in NY, PA and Washington DC.

Joe Jesser and I visited the sight of the Twin Towers in November. This image you see was taken off the Internet, because I couldn't bring myself to photograph the sight

## Experiment –E-mail – The Year Ahead

Our original calculations determined that 66% of IAAA members have e-mail, “now 67% because of Dave Bayowski”. The results of our request to e-mail us with answers determined that either most members with email don't use it or didn't read the last issue of the AA.N. This request was made to help verify members email addresses. ➔

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➔ The IAAA persistence to get the ranks to participate in Internet communications and online meetings will not falter. The IAAA will continue to work towards our future. “Ours” as in you the member and your association.

**Training & Certification Update:** The IAAA will offer an opportunity for members to receive training in several areas, including, ethics, practices and the procedures that appraisers should follow. Training credits will be issued members who register, attend and participate in any of three ways. Training will take place at workshop meetings, online meetings and through mail correspondence. The IAAA will test members before a certificate corresponding to the training will be issued.

As professional appraisers & experts, Courts, Federal agencies (IRS), Insurers and Lenders expect us to keep up with industry training & certifications. The IAAA presently provides basic Apprentice and Master Appraiser certification for its Members. The IAAA basic certification (Member Certification) is awarded through application. The application process includes scrutinizing an applicant’s appraisal document, credentials and history. The IAAA requires applicant’s appraisals to fall within the established appraisal document & procedure guidelines.

This training process will start January 2003 with the workshop in Scottsdale. The certifications will be awarded to members who participate at a regional meeting or online. Hands on training will be free to members in good standing, (2003 dues paid). Members must register to take part in the process. The IAAA will award certificates to members who complete a corresponding IAAA test. There will be a moderate fee for the test, which will result in an added certification.

Members can participate in training using a hard copy or a CD Rom program available in 2003.

**Standards & Practices:** The IAAA plans on updating the association’s questionnaire Q-1001 in 2003. The questions on it were compiled in 1996. It has been used to record actual standards and practices of automotive appraisers since then. The IAAA will publish its findings as a result of those questions.

### **Your Rights Have Been Violated**

Speaking of taking copyrights seriously. I thought I would let you know just how seriously. Those who infringe on our rights are literally thieves. I know I have not mentioned this before, but I thought this was an appropriate time. They not only have stolen from me, but I have caught them stealing from you. A recent caller complained about a member’s pre-purchase-inspection. It did not take long to determine that the culprit was not a member. Standard procedure dictates that the complaint be submitted in writing. I explained that even if he was a former member, he wasn’t a member at this time. I gave the caller our web address and advised him to verify it for himself. His attorney sent the appraiser’s documents to us as proof that this appraiser declared himself a member. I am sure the attorney will use this blatantly miss representation against him. He might even provide this information to the appraiser’s local District Attorney as proof of fraud.

Since this deception was blatant I took the liberty to call the appraiser directly. After confronting him about his misrepresentation, he informed me that he just forgot to pay his dues. The IAAA researched his claim and found that he held a valid membership in 1995. He apparently forgot to pay dues for 6 or 7 years.

The caller’s objection to the results of the inspection may or may not have merit. But you better believe that the caller’s attorney will use the appraisers misrepresentation to his clients benefit. ➔

➔ I expect the outcome of the court case will determine that. In any case the appraiser will have a serious problem explaining to the DA, the Grand Jury or the Judge himself why he misrepresented his credentials.

In another instance the IAAA was informed that a Chicago based appraiser used an unauthorized association designation. This was a case of lopsided flattery. He mistook kindness for stupidity. As the executive director, I invited him to observe our “workshop meeting”.

The Appraiser’s website’s bio boasted of ongoing training. It stated “In fact, as recently as 2002, we attended the annual meeting--informational seminar conducted by the International Automotive Appraisers Association, which was held in the Scottsdale area of Arizona”. I can only imagine he looked at our association and our workshop meeting as a free ride which was good enough to boast about.

As I read his bio, I thought how much of the other part of it is accurate. It has been our policy to welcome non-members to workshop meetings with open arms. Future meetings will be open to members, prospect members and apprentice members only. These meetings were instituted for the IAAA to share information with its members. Ideas and experiences are exchanged during workshops and in phone calls to the IAAA and each other. This is a benefit that non-members can’t and should not enjoy.

The IAAA takes its copyrights seriously. Those who infringe on our rights think it is flattery! “I say it is thievery”. Members pay for the right to use the IAAA name. Members join the IAAA to be associated with its good name. As a member you are encouraged to use the Logo and Name. The right to utilize the IAAA name, logo and additional certifications members achieve are yours to have and hold. The IAAA invests time and money in branding. Don’t allow others to steal from us!

### MEMBER INPUT:

Member Russ Dentico wrote: I have some verbage, I would like to pass on that will benefit IAAA members. After being in the automobile business for over thirty-two years, we need to cover all bases of our client’s honesty when appraising their vehicles. I have seen people pull some real “goodies from the attorney work I do”. I have seen everything from mileage fraud to misrepresenting their title. As professionals, we need to be more aware than ever. I suggest that the following be included on all appraisals.

### Owner Information Disclosure.

(Circle and initial where appropriate)

### Owner states that to the best of their knowledge, that the:

Odometer (was) or (was not) tampered with?  
Seat belts (were) or (were not) tampered with?  
VIN tag (was) or (was not) tampered with?  
The vehicle title (was) or (was not) branded?  
Type of title?  
Date purchased?  
Owner’s signature -

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Client or (owner) should complete, sign and initial all disclosures.

I hope this information will be helpful to all members.

Sincerely  
Russ Dentico

**CLASSIC CAR NEWS:** The Next Classic Car News will include more consumer-oriented articles. Fall Hershey, Auburn Labor Day weekend and the up coming Barrett Jackson events will be featured. “The My Opinion Column” will cover industry conditions.

The fact that publishers and writers interested in finding out about the condition of the classic & collectible market read it benefits the IAAA.

## **YOUR WEB SITE**

### **WWW.AUTOAPPRAISER.INFO.**

**IAAA GEAR STORE:** The IAAA "Official Gear Store" is now open. With one click IAAA Members can order products. Hats, jackets, polo and T shirts are all available with the IAAA logo embroidered on them. All embroidery and clothing is durable and top quality. Members can also have their Company name embroidered on them. Members can pay online for products and dues with their charge cards. The IAAA uses Pay Pal. It is secure payment company that is owned by eBay. The IAAA enclosed an order form for the convenience of those who don't want to order online.

### **THE IAAA MEMBER FORUM**

The IAAA is posting information on the forum that is pertinent and interesting to Appraisers. The following information is posted.

### **TWO INDUSTRY ICONS PASS AWAY:**

Eugene Gregorie, who was the first design chief to reign over the Ford Motor Co., passed away in St. Augustine, Florida. Reuters reports that "Bob" Gregorie penned many of the classic Fords, including the '32, '37 and '40 Fords that appeared during his tenure at Ford, of which 10 years were spent as the head of design. His contributions to the world of car style include the 1949 Mercury and the first Lincoln Continental.

West Coast stock car racing pioneer, Marvin Porter passed away on Nov. 6, 2002, in San Felipe, Baja, Mexico, at the age of 76. Porter was the NASCAR 1959 Short Track National Champion and named the "Comeback Driver of the Year" by The National Speed News. He was also named the 1960 Pacific Coast Late Model Champion (later to become the NASCAR Winston West Series) and finished 7th in 1957, 4th in 1959 and 2nd in 1965. He had 11 career victories in the NASCAR stock car series. He was inducted into the West Coast Stock Car Hall of Fame in 2002.

**LUXURY TAX ENDS:** The luxury tax on vehicles expires on Jan. 1, 2003. The tax began in 1990 at 10 percent of the vehicle's purchase price exceeding \$30,000 and had been phased down to three percent over \$40,000 by 2002. The tax also applied to equipment beyond \$200 in value used to accessorize the vehicle during the first six months after sale.

### **WHEEL/TIRE PLUS-SIZING GUIDELINES MANUAL AVAILABLE AT A DISCOUNT FOR SEMA MEMBERS**

The SEMA Research and Information Center (RIC) has "The Ultimate Wheel and Tire Plus-Sizing Guide - 2002" available for a discounted price to SEMA members. The guide, published by Wheel Consultants, is ideal to determine various plus-size combinations that closely match the overall diameter of the original wheel/tire configuration for more than 200 vehicle applications. SEMA members may purchase the guide directly from the RIC for \$34 (\$4 additional if shipped), a 30-percent discount from the list price. To purchase a copy, contact Shirley email, [shirleyp@sema.org](mailto:shirleyp@sema.org) You must mention that "you are a part of the IAAA".

**ONLINE MEETINGS DATES:** Mark down these dates. January 8, February 12 and March 12, 2003. Meetings start at 8:pm eastern time. In case you forgot how to get there, click on the Members only button on the navigation page. Type the word Appraiser in the ID box and then type "bullfrog".in the password box.

### **Member News**

Please give up a moment of silence for each of the following members that passed away in 2002. Michael Wendt was a member since March of 1999. He owned The Kar Clinic in Fon Du Lac IL. Howard Titus was a member since February of 1999. He was a partner in the Titus Gibson Appraisal Service located in Ponca City OK. Douglas Johnson was a member since April 1997. He owned Stonehedge Auto Appraisals Located in Hibernia NJ.

**"May they all REST IN PEACE"**

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WWW. [www.evaluatecars.com](http://www.evaluatecars.com)

#### **MEMBER E & O Insurance**

**E & O Insurance is getting closer.** Let us know if you have helpful information on E & O insurance.

#### **2003 West Coast Workshop Meeting**

This year's West Coast Meeting takes place Saturday, January 18, 2003 at 8:00pm. It will be in the Haggerty Display Area outside the Barrett Jackson Auction main tent. Attendees must register with the IAAA to receive training credits. The workshop time will be counted as required training time for IAAA members.

### **“Your Member Dues Notice Indicator Is Located On Your Mailing Label”**

Members Name	Paid 2003
Members Address	
Members City & State Zip Code	



**If it doesn't say paid on your label, we have not received your dues yet.**

## **The Auto Appraiser News**

Is Published By the

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 Phone 201 391 3251 Fax 978 383 4776

# Order Form

**DATE:**

**Please Print Information Clearly**

Name  
 Company  
 Address  
 City, State ZIP  
 Phone

**Ship Tot:**

Name  
 Company  
 Address  
 City, State ZIP  
 Phone

**Comments or Special Instructions:**

Please Place My Company Name on Right Side Chest  
 I am a member of the NADA Advisory Board, Please Place on Right Side Sleeve  
 I am an IAAA Master Appraiser, Please Place on L/S Sleeve

SALESPERSON	SHIP DATE	SHIPPED	TERMS
			Check W/Order

QUANTITY SIZE	DESCRIPTION	UNIT PRICE	AMOUNT
	<b>#5011 Outer Banks Pique Polo Shirt</b> Circle 1 Color Gold/Butter/Chino/Sport Gray/White	33.95 w/IAAA Logo	
	<b># 8485 Ultra Club Fleece Full-Zip Jacket</b> Circle 1 Color Black/Charcoal/Navy	46.95 w/IAAA Logo	
	<b>#100 WWW.autoappraiser.info Logo CAP</b> Navy Blue with Silver Logo Only	15.00 1 Size Fits All	
	<b># LP101 Adams IAAA World Logo CAP</b> Circle 1 Color lemon/Stone/Navy	21.00 1 Size Fit All	
	<b># G 2000 Gildan Heavy Weight T Shirt</b> Circle 1 Color Gold/Sport Gray/White	21.00 w/IAAA Logo	
	<b>Embroider IAAA Master Appraiser</b>	7.00	
	<b>Embroider NADA Advisory Board Member</b>	7.00	
	<b>Embroider Your Company Name ?</b>	<b>Call For Quote</b>	
<b>SUBTOTAL</b>			
Add 10 % <b>SHIPPING &amp; HANDLING</b>			
<b>TOTAL DUE</b>			

**Make all checks payable to the International Automotive Appraisers Association**  
 If you have any questions concerning this order contact Tony Monopoli @ 201 391 3251

***Allow 2-4 weeks for delivery***  
**THANK YOU FOR YOUR BUSINESS!**