

OF VALUE

2021 NATIONAL CONFERENCE

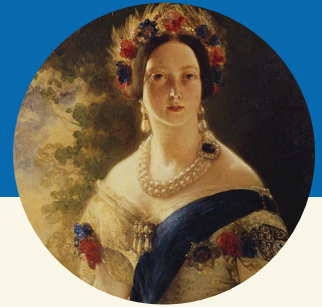
Monday, November 15, 2021 | 11:00 AM - 5:15 PM EST*

Tuesday, November 16, 2021 | 11:00 AM - 5:15 PM EST

Virtual Conference

*Networking Event to Follow 5:30 - 6:30 PM EST

All session times noted are U.S Eastern Standard Time



MONDAY, NOVEMBER 15



11:00 AM – 11:10 AM | WELCOME

Sharon Chrust, AAA, *Board President, Appraisers Association of America*
Linda Selvin, *Executive Director, Appraisers Association of America*

Closed Caption Sponsor | Appraisal Scribe

11:10 AM – 11:50 AM | KEYNOTE ADDRESS *The Art Market After Covid-19: A Radical Break?*

Marion K. Maneker, *President and Editorial Director, ARTnews*

The Covid-19 pandemic has had a profound effect on every aspect of the world's economy. How has the art market responded? In this conversation, we'll discuss what new trends emerged during the pandemic—of particular importance is the macro-economic environment and the global appetite for art, as well as cultural and digital property. We'll talk about the inherently social nature of the art market in the context of a pent-up desire for social interaction and try to assess the impact of enhanced technology and new consumer behavior upon live auctions, crowded art fairs and ever-global gallery empires.

Sponsor | Roland Auctions

11:50 AM – 12:00 PM | BRIEF BREAK

12:00 PM – 1:00 PM | PANEL *Recent Developments in the Art Market*

This panel will focus on noteworthy collecting trends driving the present market as well as identifying new audiences and marketing strategies of dealers and auctioneers.

Sponsor | Heritage Auctions

Jean-Paul Engelen, *Deputy Chairman and Worldwide Co-Head of 20th Century and Contemporary Art, Phillips*

Michael Findlay, *Director, Acquavella Galleries*

Kim Heirston, *Founder, Kim Heirston Art Advisory LLC*

Marion Maneker, *President and Editorial Director, ARTnews, Moderator*

1:00 PM – 2:00 PM | LUNCH *20-minute Session: Yoga*

Get your body and mind flowing with Yoga Instructor Eve Lynn Chrust!

Sponsor | Jay Grimm Art Advisory

Eve Lynn Chrust, *Yoga Instructor, Eve Lynn LLC*

2:00 PM – 3:00 PM | PANEL *Perspectives on the Furniture and Decorative Arts Market*

The panelists will engage in a discussion about the furniture and decorative arts markets, providing insights into how trends and collectors are evolving. Topics will include; how have online platforms affected tastes and accessibility for sellers and buyers? how does social media drive the markets? how can appraisers use the information for finding comparable sales/asking prices?

Sponsor | Skinner Auctioneers & Appraisers

Jake Baer, *Chief Operating Officer, Newel Antiques, Newel Props, 1RentPlace*

Anna Brockway, *Co Founder & President, Chairish*

John Smirolfo, *President & Founder, Incollect*

Tim Andreadis, *Division Director, Decorative Arts & Design, Freeman's, Moderator*

MONDAY, NOVEMBER 15



3:00 PM – 3:10 PM | BRIEF BREAK

3:10 PM – 4:10 PM | PANEL *Artists in Exile: Women Surrealists in Mexico*

This panel will cover the work of the expat women artists: Leonora Carrington, Remedios Varo, Alice Rahon, Kati Horna and Bridget Bates Tichenor. Historically regarded as “the partners of” male members of the Surrealist movement, they found their unique voices in Mexico after fleeing Europe in World War II. The panel will discuss the re-discovery of these artists and their rise in the art market. Topics will touch on the rise of fakes and the importance of research.

Sponsor | Capsule Auctions

Anna DiStasi, *Senior Vice President/Director of Latin American Art, Sotheby's*
Jennifer Field, Ph.D, *Executive Director, Estate of David Smith*
Mary-Anne Martin, *President, Mary-Anne Martin Fine Art*
Carmen Melián, *Founder, Melián Arts, Moderator*

4:10 PM – 4:30 PM | Linda Selvin, Executive Director, Appraisers Association of America

Brief Break

4:30 PM – 5:15 PM | CONCURRENT CONNOISSEURSHIP SESSIONS

1. Contemporary Western Art

This session will offer an overview of the art of the American West from the end of World War II to the present. James will discuss illustration and the transition to easel art, the Cowboy Artists of America, the influence of Pop Art on the West and significant contemporary artists who are transforming the genre.

Sponsor | Suzanne Smeaton LLC

James D. Balestrieri, *Principal, Balestrieri Fine Arts*

2. Fifty shades of Grade: The Past, Present and Future of Professional Assessment

No single market ingredient has affected values and consumer behavior more dramatically than grading, influencing billions of dollars annually within a rapidly growing range of collecting hobbies. An introduction to the nuanced world of professional grading, where it all started, what happens now and what to expect going forward.

Sponsor | Heritage Auctions

Nicholas Dawes, AAA, *Senior Vice President, Heritage Auctions*

5:30 PM – 6:30 PM | NETWORKING SESSION

Two Truths and a Lie

Join us on Zoom for a virtual networking session as we play the icebreaker game “Two Truths and a Lie”. Attendees will provide two facts about themselves and one lie. Then attendees are asked to vote on which statement they think is the lie. The goal is to stump the attendees and learn something about one another!

Sponsor | Artisan Advisory Group

Sharon Chrust, AAA, *Board President, Appraisers Association of America*
Linda Selvin, *Executive Director, Appraisers Association of America*

TUESDAY, NOVEMBER 16



11:00 AM – 11:10 AM | INTRODUCTION

Linda Selvin, *Executive Director, Appraisers Association of America*

11:10 AM – 11:50 AM | KEYNOTE ADDRESS

Maxwell L. Anderson, *President, Souls Grown Deep Foundation & Community Partnership*

In his Keynote Address, Maxwell Anderson will address the challenges of appraising the work of Black artists who remained in the South instead of participating in the Great Migration. Works by the majority of the 160 artists represented in the Souls Grown Deep Foundation have found their way into leading art museums, and into art fairs and commercial galleries in the US and overseas, but the market is in flux and subject to bias. Mr. Anderson's keynote will address the issues impacting the value around these artists.

Sponsor | Collector Systems

11:50 AM – 12:00 PM | BRIEF BREAK

12:00 PM – 1:00 PM | PANEL *Vantage Points on the African American Art Market*

The market for contemporary African American art has exploded in the past several years, with prices and demand in this category at an all-time high. This discussion, between collector and Creative Director of UTA Artists Space Arthur Lewis and celebrated artist Diedrick Brackens, brings these larger market trends into a more personal focus.

Sponsor | Sharon Chrust & Associates

Diedrick Brackens, *Artist*

Arthur Lewis, *Creative Director, United Talent Agency Fine Arts and Artists Space*

Maxwell L. Anderson, *President, Souls Grown Deep Foundation & Community Partnership, Moderator*

1:00 PM – 2:00 PM | LUNCH *20-minute Session: Dance Fitness*

Join Certified Fitness Instructor and Trainer Paul Eugene for some dance fitness fun!

Sponsor | Betty Krulik Fine Art, Limited

Paul Eugene, *Producer, Fitness Instructor*

2:00 PM – 3:00 PM | PANEL *Collectors, TBA*

Sponsor | Freeman's Auction

TUESDAY, NOVEMBER 16



3:00 PM – 3:10 PM | BRIEF BREAK

3:10 PM – 4:10 PM | PANEL *The Resurrection; The Reascendancy of Connoisseurship*

The Old Master art market changed after the 2008 economic meltdown as interest in areas like Contemporary art accelerated. In the last several years, however, auction houses and galleries have been embracing new strategies and cross-discipline marketing to engage a wider range of new and younger collectors. This has resulted in rekindled momentum for the category. In this panel, you will hear about what's going on in the market now, what's selling, who's buying, and at what prices.

Sponsor | DGS Fine Art Consultants, Inc.

Andrew Butterfield, *Andrew Butterfield Fine Arts, LLC*

Jonquil O'Reilly, *Vice President, Specialist, Head of Sales, Old Master Paintings, Christie's*

Robert B. Simon, *AAA, President, Robert Simon Fine Art*

Nancy G. Harrison, *AAA, Partner/Vice President/Senior Fine Art Specialist, Emigrant Bank Fine Art Finance/Fine Art Asset Management, Moderator*

4:10 PM – 4:30 PM | Linda Selvin, Executive Director, Appraisers Association of America

Brief Break

4:30 PM – 5:15 PM | CONCURRENT CONNOISSEURSHIP SESSIONS

1. Native American Art

Sponsor | Jane H. Willis Appraisal Services

Anna Bonno, *President, Trotta-Bono, LLC*

Ted Trotta, *Vice President, Trotta-Bono, LLC*

2. Say it With Flowers: Victorian Jewelry's Secret Language

Flowers, plants, and leaves have been a source of inspiration for jewelry makers for more than two millennia. Their beauty and delicacy have long been captured in precious metals, enamels, and colored gemstones. During the Victorian era, however, the latest developments in the fields of science, botany, literature, and art converged with the effects of globalization, industrialization, colonization, Romanticism, and the Suffragette movement to bring new meanings to floral decoration. From sentimentality to sexuality, 19th-century floral jewelry became encoded with its own special language.

Sponsor | Betty Krulik Fine Art, Limited

Jan Krulick-Belin, *Independent Art and Museum Consultant, Art and Jewelry Historian, and Published Author*

The **Appraisers Association of America**, established in 1949, is the premier association of personal property appraisers serving the arts, legal, and financial communities, as well as the general public. Our members provide independent, ethical, and objective valuations for insurance, estate tax, charitable donation, equitable distribution, and liquidation purposes. Members are required to produce appraisal reports that comply with the Uniform Standards of Professional Appraisal Practice (USPAP) issued by the congressionally authorized Appraisal Foundation.

The **Appraisal Institute of America** is the educational foundation of the Appraisers Association of America. Its mission is to provide, advance and promote educational programs and accessibility to information pertaining to appraisals for the general public and for new and established appraisers.



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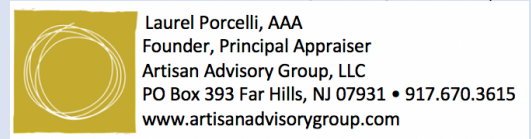
CYNTHIA D. HERBERT, AAA



AUCTIONEERS & APPRAISERS



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