

FRIDAY

NOVEMBER 10TH 8:30 am – 4:30 pm

5:30 – 7:30 pm

New York University & the Appraisers Association of America present

ART LAW SYMPOSIUM

Join top legal experts in the field for a day-long symposium on a wide range of fresh and timely art law topics. We'll go in depth to explore issues such as: international law in light of the recent series of discoveries of Iraqi, European and South American art and artifacts; protocols for the appraiser when confronting this type of material: when to report it, the civil and criminal ramifications, and duties and obligations to the client; disclosing provenance and the new "provenance" insurance. Plus tax, trust and estate issues pertaining to art collectors and dealers, including a report on important legislative changes effecting Qualified Appraisals and partial gifts, proposed estate tax reform legislation, contract law, stolen art and statutes of limitation, fraud, title, art-based lending and other commercial transactions. Speakers: John R. Cahill, Esq., Friedman Kaplan Seiler & Adelman LLP, NY; Jessica L. Darraby, Esq., Art of Counsel, Sharon Flescher, IFAR, NY; CA; Dr. Zoë Kosmidou, Embassy of Greece, DC; Lawrence Mushinske, US Department of Homeland Security, NY; Paul M. Roy, Esq., Withers Bergman LLP, NY; Lawrence Shindell, Aris Corp., WI; Randall Willette, Fine Art Wealth Management, London; among others.

Location: NYU, Woolworth Building, 15 Barclay Street, NYC

Fee: Free for those registered for the full National Conference. For Symposium only: \$200 AAA/ISA/ASA/RICS Members; \$250 General Admission. To register: Contact NYU at 212-998-7171 (ask for Special Events). Credits: 5 AAA Certification Points; CLE Credits Pending

EVENING RECEPTION

Doyle New York, 175 East 87th Street, NYC Cocktails and hors d'oeuvres will be served.

USPAP

A Two-Day Course and Examination in NYC at the AAA Office Tuesday, November 14, and Wednesday, November 15, 9:00 am to 5:30 pm

USPAP sets a unified code of ethics for standards for appraisal report writing and many courts now expect appraisers to be tested in USPAP and to prepare appraisals which conform to the USPAP standards. The AAA USPAP course is significantly different from other USPAP courses. Originally developed by the Appraisers Association of America in 1994 and updated annually, the major concentration of its curriculum is in the field of personal property, and examples to illustrate the standards are drawn from different areas of personal property appraising including fine arts, furniture, decorative arts, collectibles, gems and jewelry.

The USPAP course has been organized to conform to the criteria set forth by the Appraisal Foundation in Washington, DC. Participants meet for a total of 15 hours including the examination. A certificate is presented to students who successfully complete the course and exam. AAA Members who attend will receive 15 points towards certification or re-certification.

Registration \$245 AAA/ISA/ASA Members; \$285 Non-Members. Space is limited. Register early!

Instructor Gayle Skluzacek, AAA; President, Abigail Hartmann Associates; Instructor, New York University's Appraisal Studies Program

CONFERENCE LOCATION The Yale Club 50 Vanderbilt Avenue at 44th Street New York, NY 10017 212.716.2100 tel, 212.983.3324 fax

REGISTRATION Registration is accepted with payment only. Registration is in advance only and the registration deadline is November 1. Confirmation letters will be sent via email upon receipt of payment. Tickets will be held at the door.

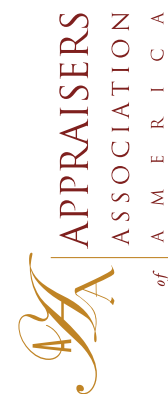
RECERTIFICATION POINTS Attendees receive 5 points per day for Friday, Saturday, Sunday and Monday. Conference attendees participating in the full conference will receive 25 points.

QUESTIONS Please contact the Appraisers Association of America for further information on the program, tickets and accommodations. 212.889.5404, x 11 212.889.5503 fax aaa@appraisersassoc.org

ACCOMMODATIONS Participants may make reservations at AAA group rates at the following locations where we have reserved a block of rooms: The Yale Club (\$225) 212.716.2100 Jolly Hotel Madison Towers (\$210) 212.802.0600

New! Art Law Symposium

at New York University on Friday, November 10!



386 Park Avenue South, Suite 2000 New York, NY 10016

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The Unique Role of the Independent Appraiser

2006 NATIONAL CONFERENCE

NOVEMBER 11-13, AT THE YALE CLUB, NEW YORK CITY INCLUDING AN ART LAW SYMPOSIUM ON FRIDAY, NOVEMBER 10 AT NYU





# SATURDAY

NOVEMBER 11TH

8:00 – 8:30 am

**CHECK-IN: FULL CONFERENCE AND DAY PASSES**  
Check-in and Registration at The Yale Club

**INTRODUCTION**  
Harmer Johnson, AAA, Co-Chair, Conference Committee

8:30 – 9:00 am

**WELCOME**  
David A. Gallager, AAA, David A. Gallager LLC, Appraisals & Art Advisory/President, Appraisers Association of America; Aleya Lehmann, Executive Director, Appraisers Association of America

9:00 – 9:30 am

**KEYNOTE ADDRESS**  
Missy Sullivan, Forbes Collector  
*The Russians Are Coming, Among Others!*

9:30 – 11:00 am

**PANEL DISCUSSIONS**  
*New Roles for the Independent Appraiser*  
Representatives from the four major personal property organizations—ISA, ASA, RICS, and AAA—will discuss new pressures and challenges—national and international—facing independent appraisers and the organizations representing them. Topics include how, when, and why to provide verbal opinions, along with other concerns in today’s fast-paced market. Panelists: Sandra Tropper, American Society of Appraisers (ASA), DC; Judith Martin, International Society of Appraisers (ISA), WA; Steve Williams, Royal Institution of Chartered Surveyors (RICS), UK; Moderator: Kathleen Harwood, AAA, Appraisers Association of America (AAA), NY.

11:15 – 12:45 pm

*Industry Professionals Respond*  
Industry professionals who rely on the services of independent appraisers, or who are involved in setting standards for the use of independent appraisal services discuss a wide range of issues from their unique and relevant perspectives. Panelists: Paula Konikoff, Esq., The Appraisal Foundation, DC; Kipton Cronkite, Smith Barney, NY; Vivian Ebersman, AXA Art Insurance, NY; Moderator: Jane H. Willis, AAA, Jane H. Willis Appraisal Services, NJ.

12:45 – 1:45 pm

**LUNCHEON AND NETWORKING**

2:00 – 3:15 pm

**SPECIALIST SESSIONS**  
*Antique Toys*, Noel Barrett, Noel Barrett Antiques & Auctions, Ltd., PA  
*Art Glass is All the Rage*, Malcolm McNeil, Doyle New York, NY  
*Contemporary Printmaking: The Current Art Market*, Jacob Lewis, Pace Editions, NY

3:30 – 4:45 pm

*Contemporary Chinese Art*, Chris Mao, Chambers Gallery, NY  
*The Work of Viktor Schreckengost*, Craig Bara, Viktor Schreckengost Foundation, OH  
*African-American Artists in Paris*, Jane C.H. Jacob, Jane C.H. Jacob Fine Art, IL

3:30 – 4:45 pm

*AAA Regional Representatives Meeting*  
AAA Regional Reps from around the country will meet to discuss roles and responsibilities.

5:30 – 7:30 pm

**EVENING RECEPTION AND ANNUAL MEETING**  
*Swann Auction Galleries*, 104 East 25th Street, NYC  
Annual Meeting of the Appraisers Association of America including special awards for members, giveaways, and news on all the latest at the association. Cocktails and hors d’oeuvres will be served.



# SUNDAY

NOVEMBER 12TH

8:30 – 9:00 am

**CHECK-IN**  
Check-in and Registration at The Yale Club

**INTRODUCTION**  
Jane C.H. Jacob, AAA, Conference Committee

9:00 – 9:30 am

**WELCOME**  
Andrew Augenblick, Fine Art Capital, NY

9:30 – 11:00 am

**PANEL DISCUSSIONS**  
*A Conversation with the IRS*  
The IRS is in a position to become the principal Federal authority over the qualifications and conduct of appraisal practices. New emerging IRS valuation polices will increasingly influence the ethical conduct of appraisers and the content included in appraisal reports. The changes in estate tax laws, casualty and loss requirements and general personal property valuation procedures are only a few of the changes that have an effect on appraisers; changes within the Service are dictating that the appraisal review process disqualify, fine and bar appraisers from writing IRS appraisal reports for posterity. How can an appraiser use the resources available to make certain their reports are in compliance? How can an appraiser avoid disqualification?

11:15 – 12:45 pm

Moderated by Jane C.H. Jacob, AAA, the panel, *A Conversation With the IRS*, will look at these and other issues and present models for staying current on information available. This insight will enable the appraiser to better use the IRS standards as a model for report writing. With the expertise of Harriett S. Watts, appraiser for the IRS and Paul M. Roy, Attorney at Law, Withers Bergman, LLP, who specializes in trusts and estates, and works with collectors, private foundations and dealers, the panel will go beyond doing business as usual and assist appraisers in broadening their understanding of how the IRS approaches and assesses valuation reports.

12:45 – 1:45 pm

**LUNCHEON AND NETWORKING**

2:00 – 3:15 pm

**SPECIALIST SESSIONS**  
*French Art Deco Objects*, Frank Maraschiello, Bonhams, NY  
*Contemporary African Art*, Skoto Aghahowa, Skoto Gallery, NY  
*Appraising Celebrity Material*, Brian Cummings, NY

3:30 – 4:45 pm

*German and Austrian Paintings and Drawings*, Sabine Wilson, NY  
*American 19th-Century Paintings*, Betty Krulik, Betty Krulik Fine Art Ltd., NY  
*Antique Shaker Furniture*, Willis Henry, Willis Henry Auctions, Inc., MA

5:30 – 7:30 pm

**EVENING RECEPTION**  
*Skoto Gallery*, 529 West 20th Street, 5th Floor, NYC  
Cocktails and hors d’oeuvres will be served.



# MONDAY

NOVEMBER 13TH

8:30 – 9:00 am

**CHECK-IN**  
Check-in and Registration at The Yale Club

**INTRODUCTION**  
Kathy Rosenblatt, Conference Committee

9:00 – 9:30 am

**WELCOME**  
Christiane Fischer, AXA Fine Art Insurance, NY

9:30 – 11:00 am

**PANEL DISCUSSIONS**  
*International Market Issues and Trends*  
Specialists in three of the most volatile and active international markets—Asian, Russian and photography—will explore in depth where to sell, where to buy, what areas are “happening” within each market, and what areas are undervalued, as well as issues of fakes and forgeries. Panelists: Carol Conover, Kaikodo, NY; Gerard Hill, Sotheby’s, NY; Monah Gettner, Hyperion, NY; Moderator: Elizabeth von Habsburg, AAA, Masterson Gurr Johns, NY.

11:15 – 12:45 pm

*Legal Issues and the International Market*  
Doing business internationally as an independent appraiser means staying on top of a wide range of international legal guidelines—patrimony, provenance issues, international title, and more—all of which will be covered in this timely panel discussion. Panelists: Lucian Simmons, Sotheby’s, NY; Paul Provost, Christie’s, NY; Barbara Hoffman, Esq., NY; Moderator: Michael Cohn, AAA, Michael Cohn Asian Antiquities, NY.

12:45 – 1:45 pm

**LUNCHEON AND NETWORKING**

2:00 – 3:15 pm

**SPECIALIST SESSIONS**  
*European Silver*, James McConaughy, S.J. Shrubsole, NY  
*Moon over Miami: 19th- and 20th-Century Artwork of the American South*, Colleen Fesko, Skinner Inc., MA  
*On Russel Wright*, Margaret Doyle, Manitoga/The Russel Wright Design Center, NY

3:30 – 4:45 pm

*Coins and Stamps*, David Lisot, Heritage Auction Galleries, TX  
*Contemporary Art*, Michael McGinnis, Phillips de Pury, NY  
*An Approach to Looking at Stringed Instruments*, Fred Oster, Vintage Instruments, PA

5:30 – 7:30 pm

**EVENING RECEPTION**  
*Bonhams*, 595 Madison Avenue, 6th Floor, NY  
Cocktails and hors d’oeuvres will be served.

# REGISTRATION

**Yes, I will attend the 2006 National Conference and would like to register for the following:**

- FULL CONFERENCE (INCLUDES ART LAW SYMPOSIUM)**
- \$700 AAA Members/Certified Members
- \$725 AAA Candidates/Friends/Student Affiliates
- \$750 ISA/ASA/RICS Members
- \$800 General Admission

- DAY PASSES**
- \$300 Saturday, November 11
- \$300 Sunday, November 12
- \$300 Monday, November 13

- USPAP**
- \$245 AAA/ISA/ASA Members
- \$285 Non-Members

**ART LAW SYMPOSIUM**  
**To register:** Call NYU at 212.998.7171 (ask for Special Events)

Name \_\_\_\_\_  
(as you wish it listed on your name tag)

Title/Company \_\_\_\_\_  
(as you wish it listed on your name tag)

Address \_\_\_\_\_

Telephone \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

Please find enclosed my check in the amount of \$ \_\_\_\_\_ made payable to the Appraisal Institute of America, Inc., the educational foundation of the Appraisers Association of America.

Please charge \$ \_\_\_\_\_ to my  Mastercard  Visa.

Card # \_\_\_\_\_

Signature \_\_\_\_\_

Expiration Date \_\_\_\_\_

**Please return with payment by November 1 to:**  
Appraisers Association of America  
386 Park Avenue South, Suite 2000  
New York, NY 10016  
Tel: 212.889.5404 x 11, Fax: 212.889.5503  
Email: aaa@appraisersassoc.org

Images courtesy of Heritage Galleries & Auctioneers, Doyle New York, Skinner Inc., Pook & Pook Inc., and Freeman’s.