

Accessing Expertise Today

2010 NATIONAL CONFERENCE

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NOVEMBER 13-14, NEW YORK ATHLETIC CLUB
180 CENTRAL PARK SOUTH, NEW YORK CITY

PLUS ART LAW DAY ON NOVEMBER 12
AT NEW YORK UNIVERSITY LAW SCHOOL
AND A SPECIAL RECEPTION CELEBRATING
THE 25TH ANNIVERSARY OF THE
NYU/SCPS APPRAISAL STUDIES IN
FINE AND DECORATIVE ARTS PROGRAM

Connect with fellow appraisers and allied professionals to debate and discuss new issues and challenges facing the independent appraiser at our annual national conference in New York City.

We will offer panels, specialist sessions, networking, and evening receptions.

New! Conference panels to be broadcast over the internet November 15-19, 2010

 APPRAISERS
ASSOCIATION
of AMERICA

RECEPTION!

FRIDAY

NOVEMBER 12TH

5:30 – 7:30 pm

EVENING RECEPTION

Celebrating the 25th Anniversary of the NYU/SCPS Appraisal Studies Program and the collaboration between NYU/SCPS and the Appraisers Association of America

New York University Law School
D'Agostino Hall, Faculty Club, 108 West 3rd Street

Special presentations, awards, and cocktails!

The reception will take place immediately following Art Law Day, in the Faculty Club, across the lobby from Lipton Hall. All Art Law Day attendees are welcome! All those registered for the full two-day conference are welcome!

Sponsored by Withers Bergman, LLP

LUNCHEON ROUNDTABLES

During lunch on both Saturday and Sunday, each table will have a topic posted, so you may select any table and join the discussion if you wish!

VIP LOUNGE

Come and visit the VIP Lounge on the 10th floor, meet with colleagues, talk with exhibitors, and relax in between sessions. Coffee and snacks served. New book signings!

BOOK SIGNINGS

Book signings with several of our guest speakers will take place during coffee breaks in the VIP Lounge. Authors include: Sarah Thornton, Lindsay Pollock, Robert Wittman, Heather Becker and Rustin Levenson.

EXHIBITORS

ARIS, Art Loss Register, Artifact, Artnet, Chicago Conservation Center, Chubb Group of Insurance Companies, Cirker's Day & Meyer, Murray & Young, Eli Wilner & Company, Haven Art Group, Heritage Auctions, Orion Analytical LLC, Period Furniture Conservation

CONFERENCE COMMITTEE

Brian C. Cummings
Jane C.H. Jacob, AAA
Harmer Johnson, AAA
Aleya Lehmann Bench
Kathy Rosenblatt, AAA
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Sabine Wilson, AAA

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FRIDAY @ NYU

NOVEMBER 12TH

8:30 – 9:00am

CHECK-IN & COFFEE

New York University Law School, D'Agostino Hall, Lipton Hall, 108 West 3rd Street, NY

9:00 – 10:00 am

EXPERT OPINIONS AND LIABILITIES

A discussion of the common theories of liabilities incurred by those who provide expert opinions, including an in-depth discussion of the Marchig vs. Christie's case and the theories of liability involved, i.e. breach of fiduciary trust, breach of warranty, negligence, and negligent misrepresentation, as well as a discussion of the supporting scientific evidence. Speakers: Judith Bresler, Withers Bergman LLP, NY; Richard Altman, The Law Offices of Richard A. Altman; James S. Martin, Orion Analytical LLC

10:00 – 11:25 am

IF MEDIATION'S SO GREAT, WHY ISN'T IT USED MORE?

Dispute resolution through mediation – an option parties ought to always consider even if not ultimately utilized – will be discussed including a brief overview of the structure and role of mediation, differences between mediation and arbitration, and the role of ethics and communication in negotiation. Using impasse as an entrée to negotiation, panelists will discuss the value of negotiated resolution as an alternative to litigation. Speakers: John Barrie, Bryan Cave LLP, NY; Tom Kline, Andrews Kurth LLP, NY; Judith Prowda, Sotheby's Institute of Art, NY; Christopher A. Marinello, Art Loss Register, UK; Moderator: Elayne Greenberg, St. John's University School of Law, NY

11:35 – 12:45 pm

THE COMPLEXITIES OF ART INSURANCE CLAIMS

Was insurance coverage available for the painting recently reported as "lost" by a dealer who could not remember what he did with it during a night of carousing on the town? Why don't insurers treat consigned art as "stolen" when a dealer sells it but does not pay the owner the sale proceeds? What happens if a damaged artwork can be repaired, but the artist will no longer acknowledge it as his work? While many art insurance claims are quickly paid, some are fraught with complexity. In addition to reviewing valuation clauses, appraisal formats, subrogation limits, and the expectations and roles of those involved in the claim process, recent cases and legal issues will be considered. Speakers: Steven Pincus, DeWitt Stern Group, NY; Dorit Straus, Chubb Group of Insurance Companies, NY; Sylvia Leonard Wolf, AAA, Sylvia Leonard Wolf, Inc., NY; Moderator: John R. Cahill, Lynn & Cahill LLP, NY.

1:45 – 3:10 pm

IRS UPDATE

We'll review the latest news from the Internal Revenue Service with the new director of the Art Panel and a panel of experts, including what's happening with appraiser penalties, estate tax and what's at stake, new procedures and processes in Appeals, IRM changes coming soon, electronic submissions, and the eagerly awaited regulations. Speakers: Joseph Bothwell, Internal Revenue Service, DC; Susan Kassell, Internal Revenue Service, DC; Nancy J. Lee, Internal Revenue Service, DC; Moderator: Paul M. Roy, Withers Bergman LLP, CT

3:20 – 5:30 pm

AN INTERPRETATION OF USPAP GUIDELINES

The Uniform Standards of Professional Appraisal Practice (USPAP) is the predominant governing code of ethics used by professional appraisers to produce reports for tax and settlement purposes. What do appraisers need to know about how their reports are being treated by judges in contested court actions? What do lawyers need to understand about the distinctions of USPAP as it is applied in the marketplace for fine art and collectibles? Speakers: Karl Geercken, Alston + Bird, NY; Jane Jacob, AAA, Jane Jacob Fine Art, NY; Paula Konikoff, JD, MAI, Former Vice-Chair, Appraisal Standards Board, NY; Judith Pearson, ARIS Corporation, CO; Moderator: Amy Goldrich, Law Office of Amy J. Goldrich, NY

5:30 – 7:30 pm

EVENING RECEPTION

New York University Law School, D'Agostino Hall, Faculty Club, 108 West 3rd Street, NY
Celebrating the 25th Anniversary of the NYU/SCPS Appraisal Studies Program and the collaboration between NYU/SCPS and the Appraisers Association of America
Sponsored by Withers Bergman, LLP

SATURDAY

Sponsored by Phillips de Pury & Company

NOVEMBER 13TH

8:00 – 8:45 am

CHECK-IN & COFFEE

New York Athletic Club, 180 Central Park South, at 7th Avenue, NY

8:45 – 9:00 am

WELCOME

Beth G. Weingast, AAA, President, Appraisers Association of America

9:00 – 10:00 am

KEYNOTE ADDRESS

Sarah Thornton, author of *Seven Days in the Art World* and chief writer on contemporary art for *The Economist*

10:00 – 11:15 am

PANEL DISCUSSION

Influencing Market Trends

Major collectors are often guided by art advisors. Who are the savvy professionals who keep their fingers on the pulse of the market, and what stirs their interest and why? Speakers: Patricia Shea, Patricia Shea Fine Art & Appraisal Services, NY; Mary Hoeveler, M.G. Hoeveler, Ltd., Art Advisory, NY; Allan Schwartzman, Art Advisor, NY; Moderator: Lindsay Pollock, art journalist, blogger and author of *The Girl with the Gallery*, NY

11:15 – 11:45 am

VIP LOUNGE COFFEE BREAK

Sponsored by Chubb Group of Insurance Companies

11:45 – 1:00 pm

PANEL DISCUSSION

Analyzing Market Data

This panel will focus on IRS appraisals, with a specific look at the information available to appraisers from both dealers and databases. Insights will come from one of the largest suppliers of auction sales results, a private dealer, and the IRS Art Panel. Speakers: Amy King, Artnet, NY; Betty Krulik, Betty Krulik Fine Art Limited, NY; Joseph Bothwell, Internal Revenue Service, DC; Moderator: Jane C.H. Jacob, AAA, Jacob Fine Art, IL

1:00 – 2:30 pm

LUNCHEON ROUNDTABLES

Sponsored by Leslie Hindman Auctioneers

2:30 – 3:45 pm

AFTERNOON SESSIONS

IRS Appraisal Report Workshop, Joseph Bothwell, Internal Revenue Service, DC; Barbra Read, IRS, DC; Gretchen Wolf, IRS, DC

Estate Planning Workshop Part I, Julie Min Chayet, Fiduciary Trust Company, NY; Holland Dunn, Aurora Advisory Group, CT; Sigrid Thorne, Fortress, NY

Understanding the Fundamentals of Clock Appraisals, Joe J. C. Cohen, National Association of Watch & Clock Collectors, FL

Sponsored by Kathy Rosenblatt, AAA

3:45 – 4:15 pm

VIP LOUNGE COFFEE BREAK

Sponsored by The Fortress

4:15 – 5:30 pm

AFTERNOON SESSIONS

Estate Planning Workshop Part II, Speakers: Amy Goldrich, Esq., Law Office of Amy J. Goldrich, NY; Patience Marmer, MB Investments, IL; Katja Zigerlig, Chartis, NY

Appraising Ceramics: Or How to Pan a Pot, Leticia Roberts, New York, NY

Sponsored by Harmer Johnson, AAA

On Photography, Rick Wester, Rick Wester Fine Art, Inc., NY

Sponsored by Cowan's Auctions

5:30 – 7:30 pm

ANNUAL MEETING AND RECEPTION

New York Athletic Club, 180 Central Park South, at 7th Avenue, NY

Annual Meeting of the Appraisers Association of America including special awards for members, raffle prizes, and news on all the latest developments at the association (included in registration fee; open to all members, including those not attending conference).

Sponsored by Doyle New York

SUNDAY

Sponsored by Flemming Zulack Williamson Zauderer LLP

NOVEMBER 14TH

8:00 – 8:45 am

CHECK-IN & COFFEE

New York Athletic Club, 180 Central Park South, at 7th Avenue, NY

8:45 – 9:00 am

WELCOME

Aleya Lehmann Bench, Executive Director, Appraisers Association of America

9:00– 10:00 am

KEYNOTE ADDRESS

Robert Wittman, Founder, Robert Wittman Inc., former Senior Investigator and Founder of the FBI's National Art Crime Team and author of *Priceless*

10:00 – 11:15 am

PANEL DISCUSSION

Re-Assessing Regional Markets

Do regional markets still exist? Are there still specific works that sell to better advantage in particular geographic locations? How have the internet and online access to large and small auctions affected prices? Speakers: Nicholas Dawes, Heritage Auctions, NY; Marc Fagan, Neal Auction Company, LA; John Case, Case Antiques Inc., TN, Moderated by Wes Cowan, Cowan's Auctions, Inc., OH

11:15 – 11:45 am

VIP LOUNGE COFFEE BREAK

Sponsored by Artnet

11:45 – 1:00 pm

PANEL DISCUSSION

Defining Document Language

When an appraiser is needed to help settle an insurance claim, they must have a clear understanding of each profession's terms and their definitions. Speakers: Heather Becker, Chicago Conservation Center, IL; Dan Farrell, Enservio Select, MA; Rustin Levenson, Rustin Levenson, Art Conservation Associates, NY; Moderated by Vivian Ebersman, AXA Art Insurance Corporation, NY

1:00 – 2:30 pm

LUNCHEON ROUNDTABLES

Sponsored by Lynn & Cahill LLP

2:30 – 3:45 pm

AFTERNOON SESSIONS

Large Appraisal Projects Workshop, Speakers: Brian C. Cummings, Popular Culture Art Advisory & Appraisals, NY; Karen Keane, Skinner, Inc., MA; Sarah Morthland, Archive Consulting & Management Services LLC, NY

19th Century Bronzes, John Tancock, AAA, New York, NY

Sponsored by Litchfield County Auctions

Observations On Appraising Mirrors, and Some Reflections, David A. Gallager, AAA, Doyle New York, NY

Sponsored by Beth G. Weingast, AAA

3:45 – 4:15 pm

VIP LOUNGE COFFEE BREAK

Sponsored by Artfact

4:15 – 5:30 pm

AFTERNOON SESSIONS

Packing, Shipping, and Condition Reports Workshop, Speakers: Kele McComsey, SurroundArt, NY; Yuri Yanchyshyn, Period Furniture Conservation LLC, NY; Ann Lydecker, Cirker's, NY

19th Century European Paintings, Mark Murray, Mark Murray Fine Paintings, NY

Sponsored by Capo Auctions

National Velvet, Elizabeth Taylor, and a Closer Look at One of Her Earliest Known Film Costumes, Brian C. Cummings, Popular Culture Art Advisory & Appraisals, NY

Sponsored by Winston Art Group

5:30 – 7:30 pm

CLOSING RECEPTION

Moss, 150 Greene Street, at Houston Street, NY

The Soho New York-based design store and gallery, Moss, opened in 1994 by Murray Moss, and now owned and operated by Murray Moss and his partner Franklin Getchell, is considered one of the world's foremost design establishments.

Sponsored by Skinner, Inc.

REGISTRATION

- Yes, I will attend the 2010 National Conference and would like to register for the following:**

FULL TWO-DAY CONFERENCE

- \$495 AAA Members/Certified Members
- \$495 AAA Candidates/Friends/Student Affiliates/Associates/Emeritus
- \$545 ISA/ASA/RICS Members
- \$595 General Admission

DAY PASSES

- \$400 Saturday, November 13
- \$400 Sunday, November 14

WEBCAST

- \$400 for two-day conference program broadcast, November 15-19

Register by phone, mail, fax, email, or now online!

How to Register for Art Law Day:

Art Law Day is not included in Conference registration; you must register directly with NYU/SCPS. Attorneys, please note: this program is eligible for 8.5 non-transitional CLE credits in the category of professional practice. AAA members please note: this program provides 8.5 CPD points. For those facing financial hardship, applications are available for financial aid. Register directly with NYU/SCPS at <http://www.scps.nyu.edu/about-scps/cal/events/2010/11/art-law-day.html>. Call NYU/SCPS at 212.998.7289 or send an email to libarts.scps@nyu.edu for assistance. \$200 General Admission; \$175 for AAA, ISA, ASA, RICS, NYU students, NYC Bar Association.

Name

Company

Address

City

State

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Email (required)

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 Amex

Card #

Expiration Date

Signature

Please return with payment by November 5 to:

Appraisers Association of America
386 Park Avenue South, Suite 2000, New York, NY 10016
Tel: 212.889.5404 x11, Fax: 212.889.5503
Email: aaa@appraisersassoc.org. Web: www.appraisersassoc.org

Cancellations

Notice of cancellation must be sent in writing, i.e. via email, letter or fax at
least one week before the event in order to get a full refund. No exceptions.

Webcast Available!

We are pleased to announce that we will offer a webcast of the full two-day conference, including the morning and afternoon sessions, to be broadcast over the internet during the week of November 15 – 19, 2010.

Sponsored by ARIS

Images courtesy of: Doyle New York, Pook & Pook, Inc., and Skinner, Inc.

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Capo Auctions

Cowan's Auctions

Harmer Johnson, AAA

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Kathy Rosenblatt, AAA

Beth G. Weingast, AAA

Winston Art Group

CONFERENCE LOCATION

The New York Athletic Club
180 Central Park South
New York, New York
212.767.7130

REGISTRATION

Registration is accepted with payment only.
Registration is in advance only and the
registration deadline is November 5.
Confirmation notices will be sent via email
upon receipt of payment. Tickets may be
picked up each morning at NYAC.

CONTINUING PROFESSIONAL DEVELOPMENT

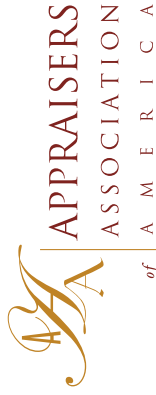
AAA Members receive ten points per day
for Saturday and Sunday.

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: New York Athletic Club, 180 Central
Park South at 7th Avenue, 212.767.7135, \$250-\$420,
cut-off October 21, 2010. Jolly Hotel Madison Towers,
Madison Avenue at 38th Street, 212.802.0600,
\$249-\$299, cut-off date October 12, 2010.



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