

# ABOUT MEMBERSHIP

## APPRAISERS ASSOCIATION OF AMERICA

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Appraisers Association of America





# ABOUT THE APPRAISERS ASSOCIATION

The Appraisers Association of America, established in 1949, is the premier national association of personal property appraisers who focus on fine and decorative arts. With a membership of over 700 independent appraisers in 100 different areas of specialization, the Appraisers Association's roster of well-established professionals has the widest range of experience and expertise in their respective fields. Many members are either former curators at major museums or heads of departments at auction houses; several are specialists on popular television programs like *Antiques Roadshow* and other shows devoted to antiques, and contributors to art and antiques publications. The Appraisers Association, which is associated with the highest level of professionalism, is a dynamic association that is simply unmatched in the field of personal property valuation. Appraiser Association appraisers work with private and corporate art collections as well as partner with collectors, attorneys, accountants, museums, educational institutions, trusts, brokers and insurance carriers to reflect the highest industry standards. All of our members are required to be certified according to the highest professional standards, known in the field as USPAP (Uniform Standards of Professional Appraisal Practice). Seasoned professionals, members serve public and private collectors alike to deliver independent, ethical, and objective valuations for insurance, estate tax, charitable donation, equitable distribution, and liquidation purposes.

## SERVING THE PUBLIC

Appraisers serve the public by providing fair, objective and disinterested information based on the facts of valuation methodology. Many of our professionals serve on boards of not-for-profits, including museums, public art research programs, academic organizations and art collecting groups. They also volunteer for "what's it worth" local events and lecture to professional and community organizations and college students. Furthermore, the Appraisers Association and its members actively promote high standards of the field by offering public programs, lectures at major institutions and corporations, and private education through partnerships with tax attorneys, insurance professionals, banks and others requiring specialized information. In addition, to better assist collectors and professionals, our website features educational information about appraisal standards. Each of our members is listed in our database, along with their respective fields of specialization and contact information.

## CODE OF ETHICS

All Members of the Association are required to adhere to a strict "Code of Ethics" which ensures unparalleled standards of ethics, conduct and professionalism, serving the public interest as follows:

- Provide independent valuation outside of third party influences
- Retain no outside interest in the subject property other than an accurate and professional value
- Contract for appraisal work only within the reason of his/her professional expertise
- Reach objective valuation conclusions by considering all factors in appraisal standards
- Use the highest standards of connoisseurship in examining and documenting property
- Professional remuneration is independent of the value of the subject property

## EDUCATIONAL PROGRAMMING

Educational programming is offered through the Appraisal Institute of America, 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. The Institute has three strands of educational programming:

- **Training of new appraisers:** Comprehensive Appraisal Studies Program (CASP), a prescribed course of study for those interested in becoming appraisers;
- **Candidate Courses:** theory and methodology courses for appraisers applying for membership;
- **Programs for members and the general public:** concentrated programs on connoisseurship, legal and ethical issues presented in half, full and/or on multiple days. Programs include: Monday night lecture series, Art Law Day, National Conference, Ask the Experts and our many study days.





## BENEFITS OF MEMBERSHIP

**“Find an Appraiser” Online Database:** Certified and Accredited Members are listed on our website in a searchable database, which is widely used approximately 2,000 times each month by individuals and corporations looking for an appraiser. Searches can be conducted by keyword, last name, area of specialization, or geographic location. Additionally, the Association provides approximately 200 referrals a month by telephone and email.

**Appraisal Templates:** Appraisal Templates for Non-cash Charitable Contributions, Estate Tax Liability, Insurance and Gift, including Certification Page, Scope of Work, Statements, Indemnification, and Disclaimers, IRS Preferred Object ID formatting, and more.

**Professional Liability Insurance:** Our members have access to packages for miscellaneous professional liability through Huntington T. Block, including, but not limited to, errors and omissions coverage and several other important commercial package policies.

**In the Loupe:** Our online newsletter keeps members informed on all topics of interest to the appraiser and provides information about upcoming programs and events.

**Appraisal Publication Discounts:** Members receive significant discounts on publications of particular interest to appraisers, including *Art Law: The Guide for Investors, Dealers, Artists, and Collectors (Fourth Edition)*, *Appraising Art: The Definitive Guide*, *The Experts’ Guide to Collecting*, and *Uniform Standards of Professional Appraisal Practice* handbook.

**Pricing Database Discounts:** Appraisers Association members receive substantial discounts on subscriptions including ArtTactic, Artprice, Artnet, MutualArt, and Prices4Antiques.

**Advertising:** Members receive discounts on banner ads on the Appraisers Association website which receives upwards of 11,000 hits per month.

**Member-Only LinkedIn Group:** Members can join our closed forum to connect with other members, pose questions, and learn of member-only content.

## PROFESSIONAL DEVELOPMENT

**Discounted Seminars, Courses & Study Days:** Continuing professional development for members is available through a wide range of connoisseurship and methodology seminars, courses, and study days offered in New York City and around the country throughout the year. Taught by Instructors and Specialists in many areas, topics range from *All About Appraising Bronze* to *Contemporary Photography* to *Appraisers and the IRS*. Members may register for a reduced fee.

**Art Law Day & Of Value: National Conference:** Each November, the Appraisers Association presents Art Law Day and its Annual National Conference. Over the course of three days, experts present panel discussions and workshops on significant events and current issues affecting the appraisal profession. There are numerous opportunities for networking, including the evening reception. Members may register for a reduced fee.

**Uniform Standards of Professional Appraisal Practice (USPAP) Course and Exam:** A 15-hour course and examination as well as a 7-hour update course in personal property are offered both online and around the country continuously throughout the year. Taught by Appraisal Foundation-Certified Instructors, this course is the premier offering for fine and decorative arts appraisers—specialists and generalists alike! Members may register for a reduced fee.

**Lecture Series:** A series of lectures at the National Arts Club held monthly cover a wide range of appraisal topics with a focus on connoisseurship and the marketplace.

**Recorded Programs:** Made available to members throughout the country and abroad at a discounted rate.



# BENEFITS OF MEMBERSHIP

## MARKETING AND STRATEGIC ALLIANCES

**Appraisers Association of America Logo:** Certified and Accredited members may use the Appraisers Association logo to identify themselves as a member and indicate the highest standards of ethics, conduct, and professionalism are met.

**Unparalleled Access: Advisory Council** – The Appraisers Association formed an Advisory Council in 2007, which is comprised of more than 20 allied professionals, including bankers, trust officers, attorneys, and insurance brokers and underwriters. The council works to create public awareness for our shared concerns and is focused on a wide range of collections management issues, including appraisals, insurance, legal issues, framing, shipping and storage, theft and fraud, and education.

**Knowing What Lies Ahead: The Appraisal Foundation** – The Appraisers Association is a Sponsor of The Appraisal Foundation (TAF) and a Member of The Appraisal Foundation Advisory Council (TAFAC). TAF is authorized by Congress as the Source of Appraisal Standards and Appraiser Qualifications and publishes the Uniform Standards of Professional Appraisal Practice (USPAP). As a Sponsor, The Association and its members are recognized as meeting the highest standards of training, ethics and expertise. Additionally, the Association (and in turn its members) receive prominent recognition on The Appraisal Foundation Web site and a link to our website and our “Find An Appraiser” page.

**Understanding What They Want: IRS** – The Appraisers Association meets regularly with key individuals at the IRS who are involved in the development of regulations relevant to our members. The Association offers timely information on legislative issues, most importantly the Pension Protection Act which was signed into law in August 2006 and introduced important appraisal reform. Current Appraisers Association members are considered “qualified appraisers.” If members write appraisals in accordance with the principles of USPAP, appraisals are considered “qualified appraisals.”



## OUR MISSION

The mission and primary purpose of the Appraisers Association of America is to develop and promote standards of excellence in the profession of appraising through education and the application of the highest form of professional practice, which results in enhancing the visibility and standing of appraisers within the private and professional communities in which they serve.



# MEMBERSHIP CATEGORIES & RATES

## VOTING MEMBERS

### Certified Members

Certified Membership represents the highest level of accomplishment for members of the Appraisers Association. Certified Members have the most extensive level of expertise, qualifying education and a minimum of ten years of experience as an appraiser of personal property, specializing in the fine or decorative arts. Certified Members are included in the searchable “Find An Appraiser” database and are distinguished by “AAA” suffix after their name. The Appraisers Association’s requirements for Certified Membership align with the Personal Property Appraiser Minimum Qualification Criteria established by The Appraisal Foundation (TAF). TAF is a congressionally mandated organization that oversees the valuation profession. The requirements include 120 hours of Qualifying Education, met by successfully completing the required courses including a 15-hour USPAP Course and Exam. Applicants must submit three sample appraisals following the templates provided by the Appraisers Association and pass an exam in an area of specialization. Renewing Certified Members must meet a Continuing Education requirement of 70 hours every five years, these credits must include either a 15-hour or 7-hour USPAP Course every two years in order to remain continuously USPAP compliant.

### Accredited Members

Accredited Members make up our core membership level and represent those with significant expertise, qualifying education and a minimum of five years of experience in personal property, specializing in the fine or decorative arts. Accredited Members are included in the searchable “Find An Appraiser” database. The Appraisers Association’s requirements for Accredited Membership align with the Personal Property Appraiser Minimum Qualification Criteria established by The Appraisal Foundation (TAF). TAF is a congressionally mandated organization that oversees the valuation profession. The requirements include 120 hours of Qualifying Education, including a 15-hour USPAP Course & Exam. Applicants must also submit three sample appraisals following the templates provided by the Appraisers Association. Accredited candidates do not take an exam in an area of specialization. Renewing Accredited Members must meet a Continuing Education requirement of 70 hours every five years, including either a 15-hour or 7-hour USPAP Course every two years to remain USPAP compliant.

### Life Certified Members

Life Certified Members have been Certified Members of the Appraisers Association for at least 25 years and are 75 years of age or older. Renewing Life Certified Members have met the Continuing Education requirements and are USPAP compliant.

### Life Accredited Members

Life Accredited Members have been Accredited Members of the Appraisers Association for at least 25 years and are 75 years of age or older. Renewing Life Accredited Members have met the Continuing Education requirements and are USPAP compliant.

## ANNUAL DUES FOR VOTING MEMBERS

Membership dues are paid annually according to our fiscal year (July 1 – June 30).

Certified Member .....	\$675
Accredited Member .....	\$675
Life Certified Member .....	\$275
Life Accredited Member .....	\$275



# AFFILIATE CATEGORIES & RATES

## AFFILIATES

### Associate Candidates:

New appraisers who have completed the Comprehensive Appraisal Studies Program (or, "CASP") with the Appraisers Association of America. CASP includes a 15-hour USPAP Course and Exam and other appraisal-oriented coursework. Associate Candidacy is available for a period of three years following completion of the CASP, at which time Associates Candidates are encouraged to apply to advance to Candidacy for Accredited Membership.

### CASP Student Affiliates:

Current CASP students have access to free registration to our Monday evening lecture series at the National Arts Club on Grammercy Park and reduced registration for our other programs and events.

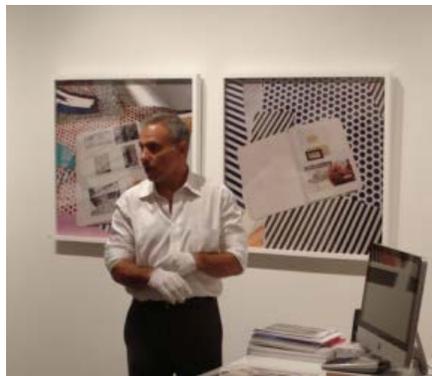
### Friend Affiliates:

Friend Affiliates are engaged in appraisal-adjacent professions, such as in the financial sector, or the insurance, conservation, legal, and other related industries. Practicing or aspiring appraisers are not eligible to become Friend Affiliates.

## DUES FOR AFFILIATE CATEGORIES

Dues are paid annually according to our fiscal year (July 1 – June 30).

Associate Candidates.....	\$250
CASP Student Affiliates.....	(included in tuition)
Friend Affiliates.....	\$95





# HOW TO BECOME A MEMBER

## CERTIFIED MEMBERSHIP

- Qualifying Experience (10 years minimum of direct marketplace and appraisal writing experience)
- Application
  - Resume or CV listing qualifying experience
  - Educational background
  - Three professional references
  - Area of Specialization
  - Application Fee (\$275, non-refundable)
- Qualifying Education (120 hours minimum)
  - Uniform Standards of Professional Appraisal Practice (USPAP), Personal Property – 15 hours
  - Theory and Methodology Course and Exam – 10 hours
  - Appraisal Writing Workshop – 10 hours class time and 5 hours to submit an assignment
  - Submission of 3 appraisals reports: Donation, Insurance and an Estate appraisal – 40 hours
  - Specialization Exam – 40 hours (study and actual exam time)
- Membership Comment
  - Name published twice in the Pending Applications List; full membership invited to comment
- Admissions Committee Review (meetings held quarterly in June, October, January and April)

## ACCREDITED MEMBERSHIP

- Qualifying Experience (5 years minimum of direct marketplace and appraisal writing experience)
- Application
  - Resume or CV listing qualifying experience
  - Educational background
  - Three professional references
  - Area of Specialization
  - Application fee (\$275, non-refundable)
- Qualifying Education (120 hours minimum)
  - Uniform Standards of Professional Appraisal Practice (USPAP), Personal Property – 15 hours
  - Theory and Methodology Course and Exam – 10 hours
  - Research Methods for Appraisers – 10 hours
  - Appraisal Writing Workshop – 10 hours class time and 5 hours to submit an assignment
  - Legal, Ethical and the IRS – 15 hours
  - Submission of 3 appraisal reports: Donation, Insurance and an Estate appraisal – 55 hours
- Membership Comment Name published twice in the Pending Applications List, full membership invited to comment
- Admissions Committee Review (meetings held quarterly in June, October, January and April)

Applicants apply in ONE area of specialization at a time. Additional areas can be added once your initial application is accepted. Accredited Members may apply to advance to Certified once they have met the minimum of 10 years of direct market-place and appraisal writing experience requirement.

The entire process can take as little as five months or up to two years. Please note that once you initiate the application process, your candidacy will last two years. All coursework and application materials must be completed within these two years. Templates for report submission will be provided once your candidacy begins. Candidates for Membership are not yet considered Members, and are not permitted to advertise themselves as such.

# MEMBERSHIP

## Begin the process of membership today!

As a first step, please complete the brief screening application on the Membership page of our website. This will include uploading a current resume or CV so we can review your professional qualifications. This will help us determine the best track towards membership based on your experience. Once received, we will follow up with you regarding next steps within 5-10 business days. The remainder of the application process includes online courses and a review of sample appraisals.

Contact us at 212.889.5404 x13 or email [membership@appraisersassociation.org](mailto:membership@appraisersassociation.org) to get started.

## For More Information

Visit our new website!  
[www.appraisersassociation.org](http://www.appraisersassociation.org)

