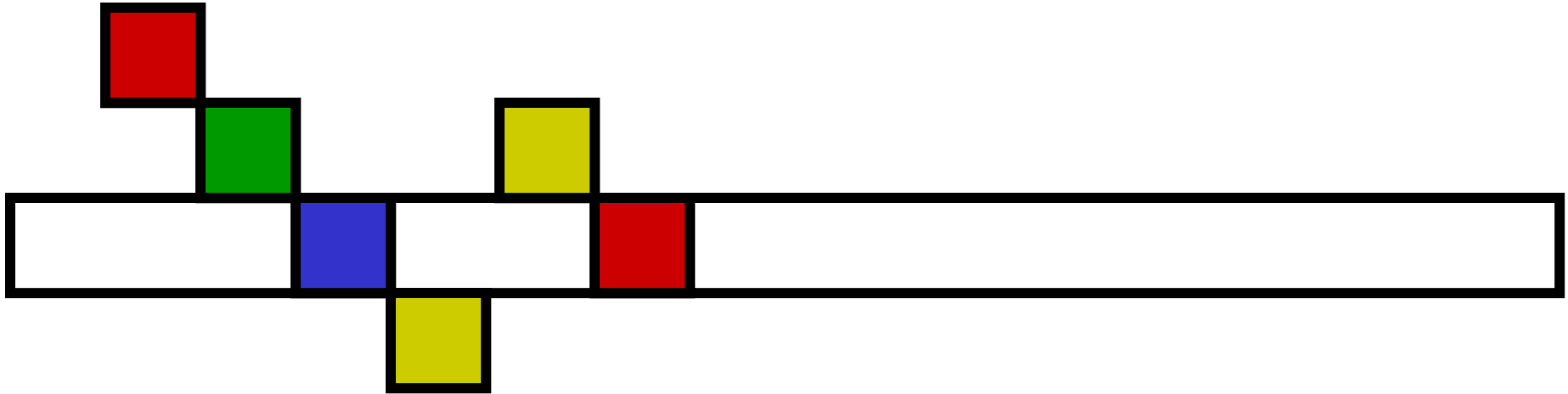
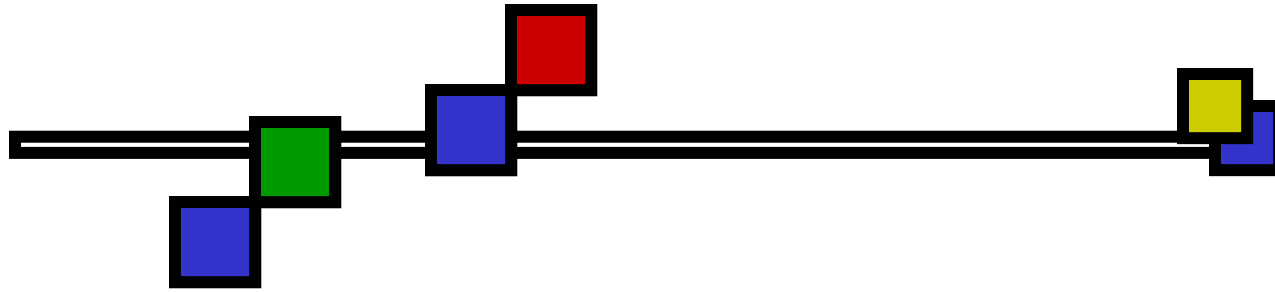




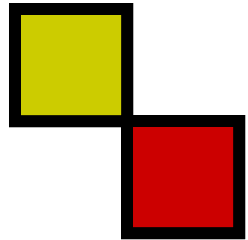
RESIDENTIAL HOT TOPICS



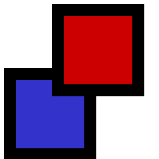
Ideas for Today and Tomorrow
Moderator: Deane Wilson, ASA
Speakers: Danny Wiley, SRA
Karen Mann, SRA,ASA

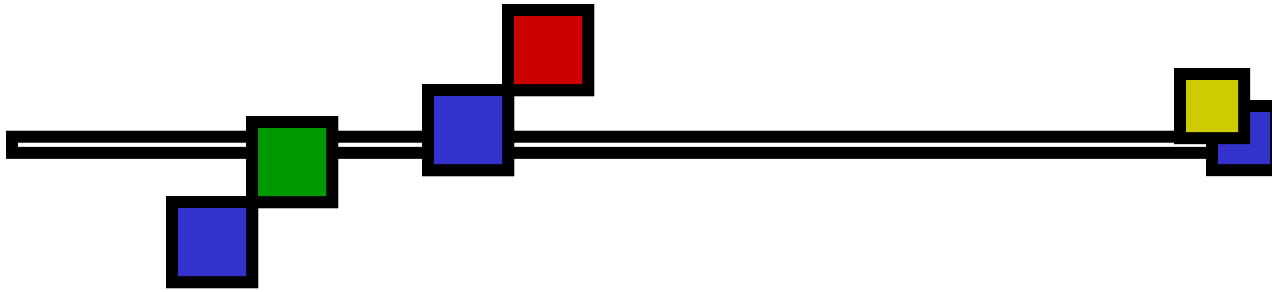


TOP 10 ISSUES

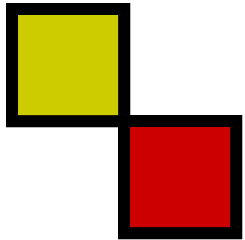


1. The Long Term....Real Estate Appraisal as a Career
2. The Trainee...how to survive & prosper
3. Hardware+Software=Insanity?!
4. People who need people... Collaborative connectivity
5. You want what, when?!!! So what do clients really want

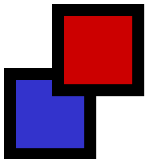


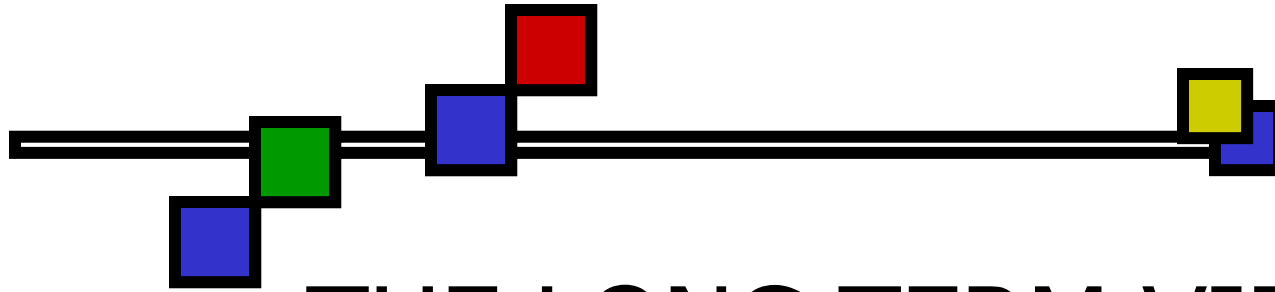


The rest of the top 10

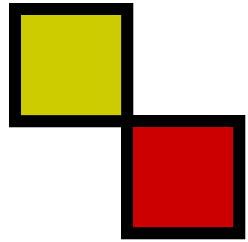


6. The Good, Bad & Ugly – Mortgage Brokers and other Clients
7. Reviewer & Underwriter - Your friend or foe
8. Under pressure
9. Time management – or how to meet your deadlines
10. How to survive in the appraisal industry when interest rates exceed 7%



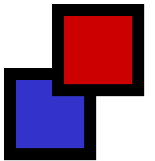
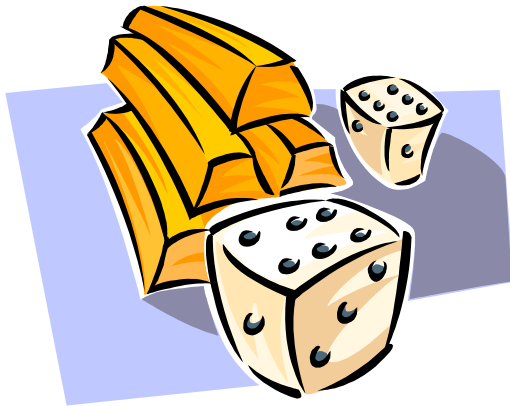


THE LONG TERM VIEW....

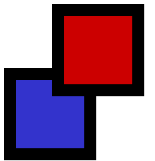
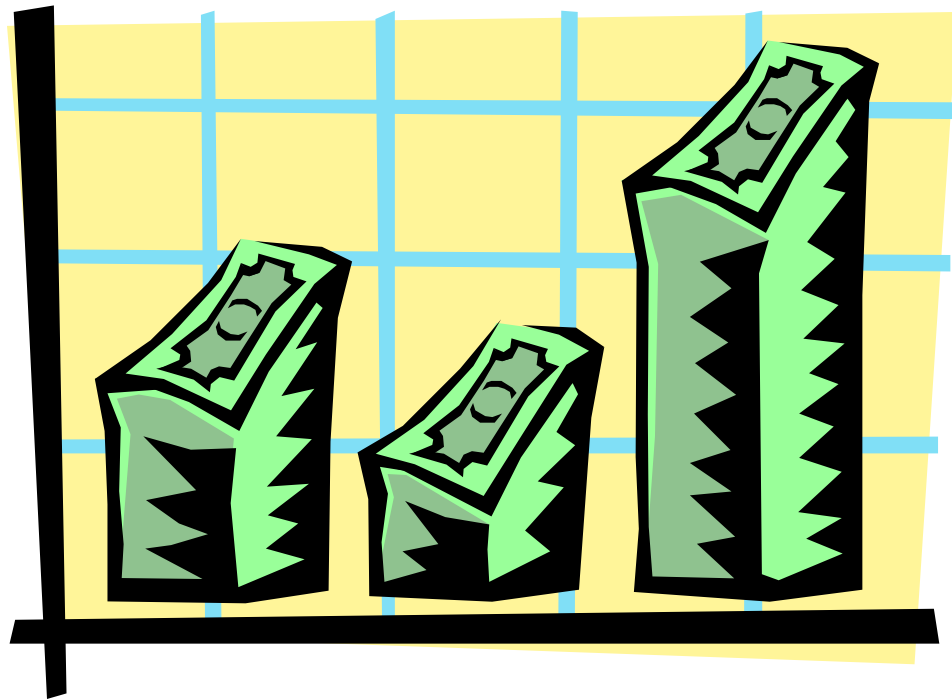


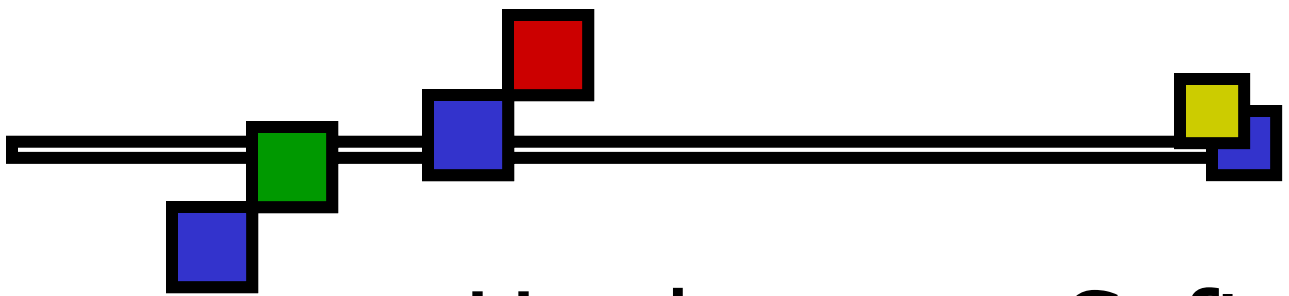
APPRAISAL AS A CAREER

- Don't gamble with your future

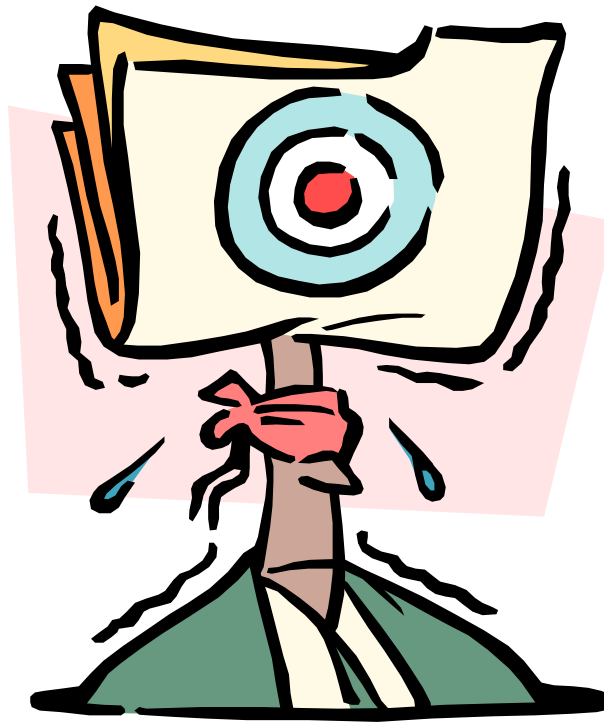
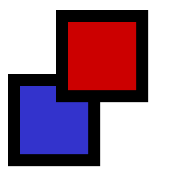
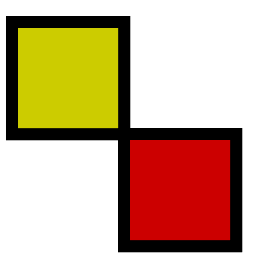


The Trainee...How to survive
and prosper

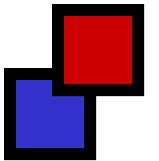


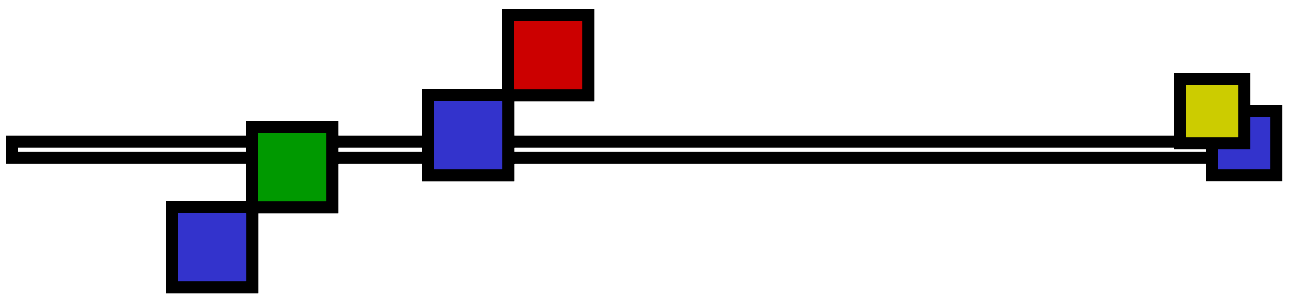


Hardware + Software =
Instant Insanity

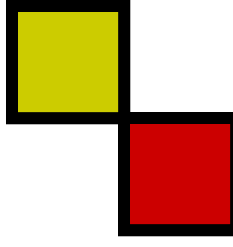


PEOPLE STILL NEED
PEOPLE... THE SMOOZE
FACTOR

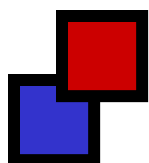


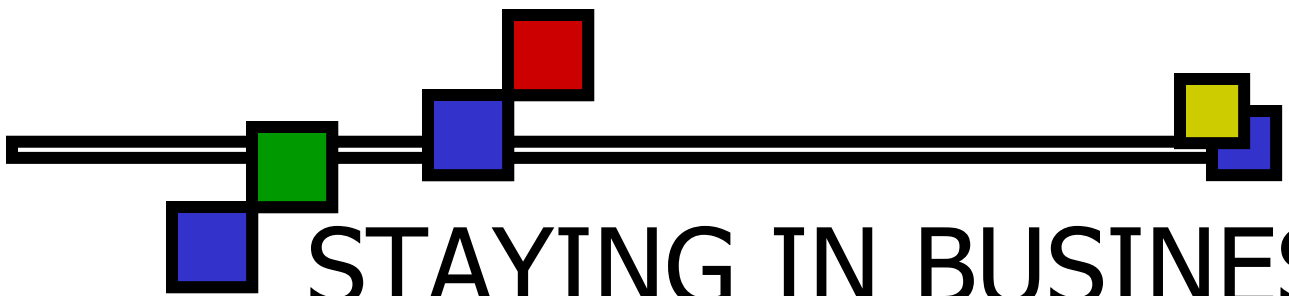


THE GOOD, THE BAD AND
THE UGLY.....

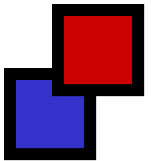
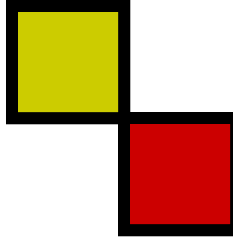


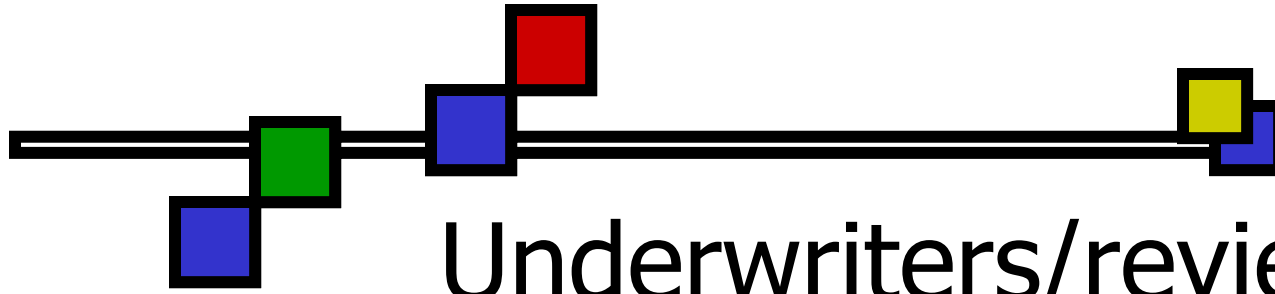
MORTGAGE BROKERS AND
OTHER CLIENTS



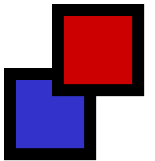
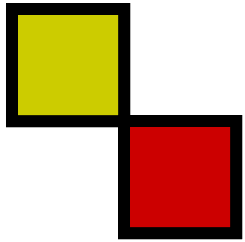


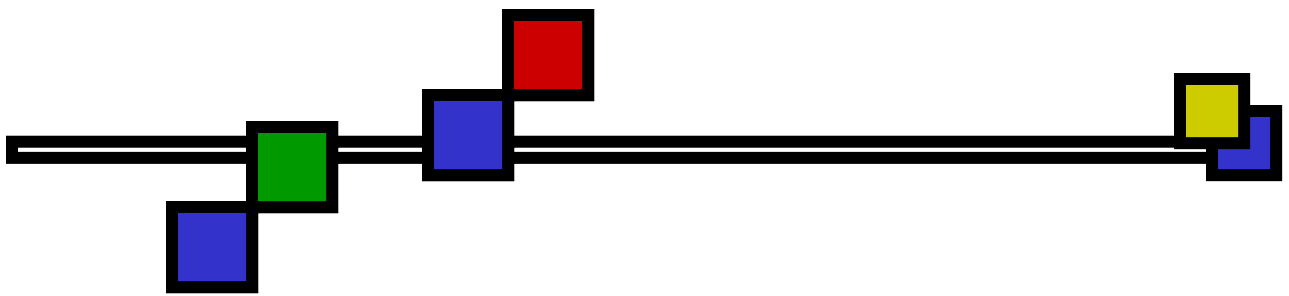
STAYING IN BUSINESS WHILE
PROVIDING WHAT OUR
CLIENTS WANT!!!





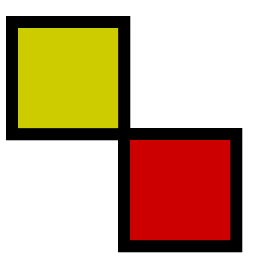
Underwriters/reviewers –
friend or foe?????
That is the question



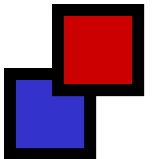
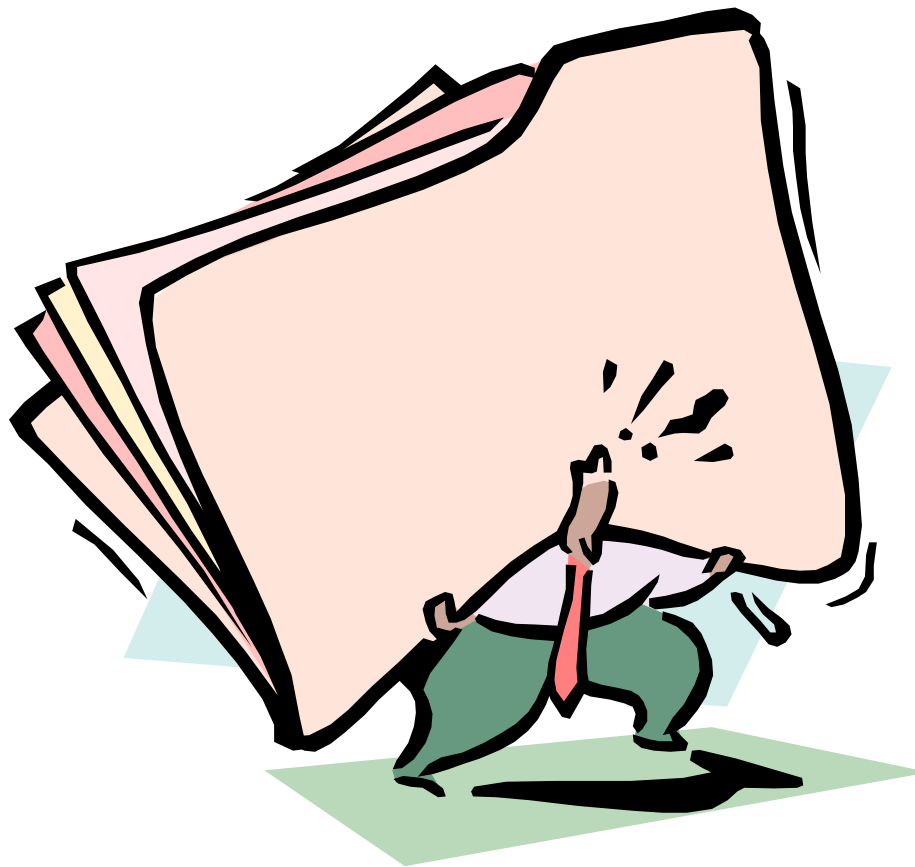


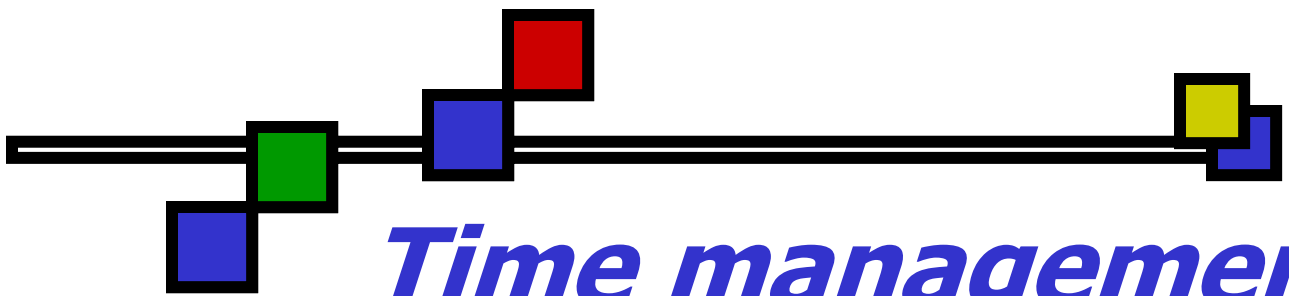
A horizontal line with several colored squares (red, blue, green, yellow) attached to it at various points, some above and some below the line.

UNDER PRESSURE

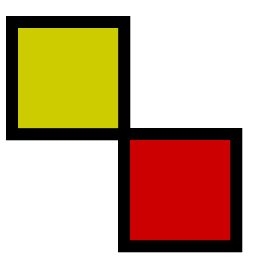


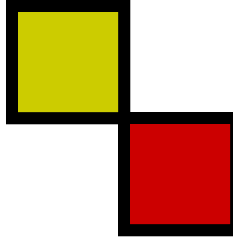
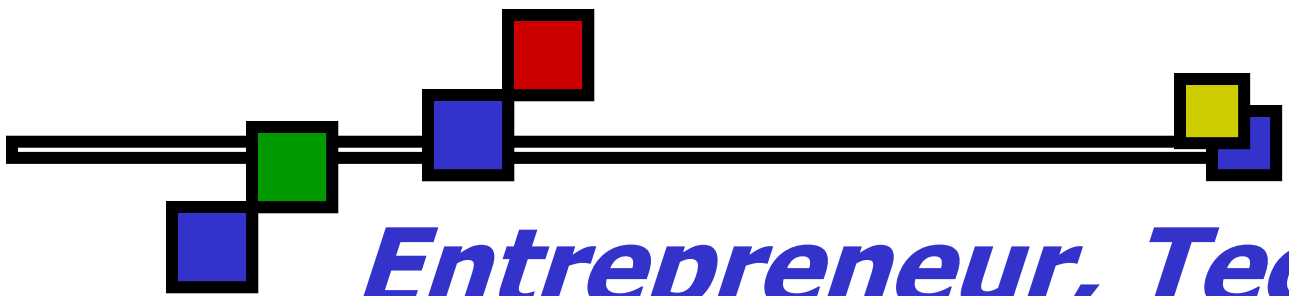
Two colored squares, one yellow and one red, positioned diagonally next to each other.



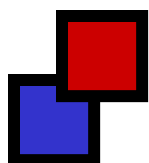


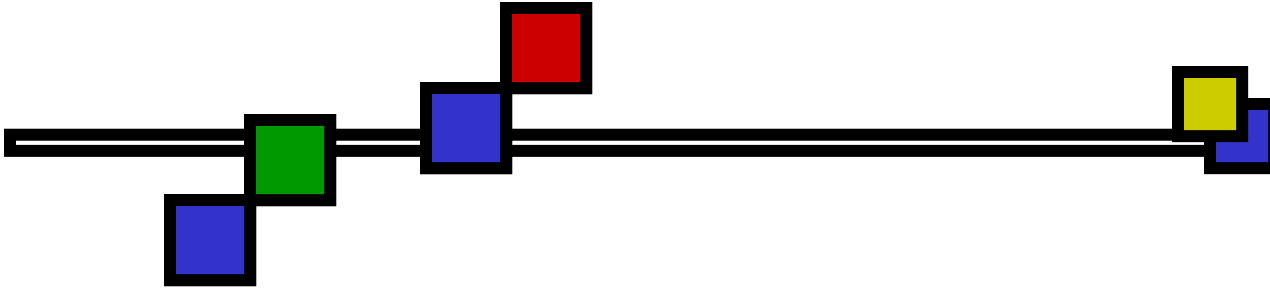
***Time management or Do
you know what day it
is???***



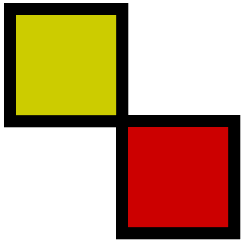


***Entrepreneur, Technician
or manager – which hat
looks best on you***





In closing!!!!



- Due to the California Budget Crisis...the light at the end of the tunnel has been turned off.....

