



The Scope



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NCPAC

**North Carolina
Professional
Appraisers
Coalition**

Newsletter for the NCPAC

How to Increase Your Annual Income

By Bert of Alamance

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2005-2006 Officers:

President: [Baldy Williams](#)

Vice President/President
Elect: [Darrell Hignite](#)

Vice President: [Steve
Wolfson](#)

Secretary: [Lauriette
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Treasurer: [Andy Ledford](#)

How to increase your annual in- come by \$12,000

My father explained to me a long time ago that there were essentially two ways of increasing sales. One is to increase your volume and the other way is to increase your fees.

As real estate appraisers we can increase our volume only up to a point. However, this usually requires more staffing which in turn leads to more hours, paperwork, headaches, and hassles. I think the smarter alternative is to increase our appraisal fees without increasing our workload.

Increasing my fees by \$50, last November when we changed forms, has allowed me to increase my annual income by an estimated \$12,000 for 2006. For example, if you do just 20 appraisals a month (or 5 a week), then you will make an extra \$1,000 a month, or \$12,000 a year.

Take it from me, a \$50 fee increase

will not price yourself out of the market. As Baldy has stated a number of times, the faster we can complete an appraisal, the faster the lender is able to close a loan. Having said this, most lenders will not think twice about paying you \$50 more if they are confident you can get the appraisal back as a quality product within a couple of days.

Too often I am hearing stories that appraisers are taking 2 weeks to complete an appraisal. If this is your case, you may want to consider increasing your fees by \$100. Your time is worth money isn't it? If it takes you longer, conversely you should charge more...

We aren't here to price fix, or tell you what to charge. But with gas and other expenses increasing, it is a simple case of keeping up with the times. And if it has the added benefit of increasing your annual income then that's a good thing too!



2006 NCPAC Conference to be held in Carolina Beach

The April update on the 4th Annual NCPAC Conference...

The NCPAC conference is scheduled for the 22 & 23 of September, 2006 at the Courtyard Marriott in Carolina Beach, North Carolina. It is a beachfront hotel!

Booking for rooms will be with a NCPAC conference special rate which will be significantly lower than available to the public. Use the NCPAC code - npanpaa - under reservations at the link below for the hotel, or call the hotel directly. (910) 458-2030. Be sure to use the code to get our rate!

<http://marriott.com/property/propertypage/ilmcb?groupCode=npanpaa&app=resvlink>

Please hold these dates open for attending what is shaping up to be



Courtyard at Carolina Beach

the best NCPAC conference ever. The presentations and vendor show will be held on Friday (9/22), and Saturday (9/23) and the NCPAC meeting, speakers, and Installation banquet on Saturday (9/23).

The agenda is in the process of being ironed out. As for suggestions you might have as to speakers, vendors, meeting topics, sponsors, or

activities, please send me an email. Our theme is *Technology and Change*.

We will finalize registration information and will send it out soon.

Recreation ideas are being collected for the Thursday before (9/21) and the Sunday after (9/24) to add to your enjoyment of this area. Golf, fishing, moonlight cruising, are only about 15 minutes away, and of course there is the beach!

As always plan to bring the family, who can attend as guests or there are many activities to keep them busy during the conference.

Stay tuned for further updates!

By Steve Wolfson

[\(steve@ncpac.org\)](mailto:steve@ncpac.org)

Local Meeting of the TCNCPAC by Carl Foster

TCNCPAC IS IN THE TRIANGLE! Last month we voted to be called TCNCPAC (or Triangle Chapter of NCPAC)

On **March 16th** we had our third meeting of this year. We shortened our business session to give full coverage to our guest speaker, Darrell Hignite, current vice president/president elect of NCPAC. Darrell gave us much to ponder regarding the progress of the coalition and his insight and plans for the immediate future of the organization.

Most especially he encouraged participation at the next NCPAC state conference to be held in Carolina Beach on Sept 22 & 23 this fall. Our discussion also centered on local chapter meetings, how and where

to hold them, to get more appraisers to support the local chapter.

Darrell has first hand experience in this area having been active in starting a similar chapter in his home town area. He had some "good stuff" to share with us. We originally wanted to "structure" our chapter at this meeting, but with a shortened time allotment, we moved this activity to our April meeting.

Our next meeting will be held on **April 20th** at a site yet to be determined. We will advise any and all who might want to come, as soon as a site is selected. We are considering a lunch meeting agenda to be held probably in the Research Trian-

gle Park area. We anticipate a location decision by April 7 and will make the location available to all. Plan to join us on the 20th in the RTP for lunch!

Please feel free to "check us out" on April 20th! To contact me you can email me at olfos@aol.com or phone me at 919-477-6404.

Article by Carl Foster

Help Wanted: Website Committee

The website committee is looking for individuals who have backgrounds in the technology field for help with maintaining the NCPAC website...

contact Andy@ncpac.org for more information.

Triangle Chapter of NCPAC!

Feature: OUR NCPAC LOGO by Amanda Rivera

As you may know from previous newsletters, we have been working on coming up with a new logo for the North Carolina Professional Appraisers Coalition (NCPAC), the sponsor of this newsletter. In the previous articles we asked appraisers for ideas and suggestions, and for those of you who responded, we would like to thank you for your time and contributions.

We were hoping that we could collectively come up with a logo that looked professional, and yet not look like a state-sponsored organization which may confusing to non-appraisers. And since NCPAC is founded on volunteerism and participation, it was our hope that we could come up with something "in house" so to speak. But so far we have tossed around a few ideas, but nothing concrete has developed from our efforts.

Since we appeared to be at a standstill on the design, we decided to send our request to an internet logo design company called Logodesigncreations.com, recommended as #1 fastest creative logos created within 24 hours according to WIRED magazine...

And so the results are in! Here is one of the designs that LogoDesing-Creations.com came up with. This one is the best logo, of those they provided, because of the simplicity and ease of reproduction. We would need to use it at the upcoming NCPAC conference in Carolina Beach in September, so we need to get rolling.

Our goal is to get the logo generally approved for use, such that we can begin printing letterhead and business cards for board members. Also the logo will be instrumental

in uniting our members and making our efforts look more polished and professional in appearance. We need to have a consensus on the appeal of this logo, and whether or not our members feel this adequately represents our goals and aspirations.

So let us hear from you again.... Do you like this logo? Do you think it looks professional, and yet approachable? Do you have any questions, comments, or concerns about the logo? Do you want to submit a new logo?

Our board meets May 3rd at 3pm in Wilson, NC. If you have comments please forward them to me at amanda@ncpac.org so that I can present your ideas at the next NCPAC meeting!



Calendar For April



April 2006

Sun	Mon	Tue	Wed	Thu	Fri	Sat
						1
2	3	4	5 NCPAC meeeting	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

This Month:

NPAC Meeting April 5th

Coming up next Month:

May 3rd NCPAC meeting



NCAB Meeting Minutes by Andy Ledford

We are still looking for someone to take over attending the monthly meetings of the North Carolina Appraisal Board.

Andy Ledford, current treasurer of NCPAC, has up to now attended all the meetings and took the minutes for over three years. We would like to see if a

NCPAC member or members would like to volunteer to attend these meetings for us, so that we can report the outcome here.

For more information on this month's meeting, go to their NCAB website at address: www.ncappraisalboard.org

This information should be posted on the meetings update.

In the meantime if you are interested in finding out more about what is involved, please write to Andy. You can contact him at Andy@ncpac.org for more information.





Our Contributors
 Amanda Rivera—Publisher
 Bob Reeves— Editor
 Andy Ledford— Minutes
 Roberta Malone—Reviewer
 And Guest Contributors

**Official Newsletter for the
 North Carolina
 Professional Appraisers
 Coalition**

Check us out online
www.ncpac.org



2005-2006 At-Large Board Members

[Ben Atkins](#)
[Bob Reeves](#)
[Leonard Breedlove](#)
[Amanda Rivera](#)
[Oscar Davis](#)
[Dale Smathers](#)
[Brian Weyeneth](#)
[Doug Winner](#)



Please note that articles featured and opinions expressed here may not be construed as the opinion of NCPAC or the Publisher but are articles that are provided by individuals and members of NCPAC. To the best of our ability we will provide factual, interesting, and accurate information, but we will remain unbiased to support a free press and interactive dialog among the appraisers

Can you believe it? Editorial by Amanda Rivera

It has been so busy that it reminds me of the refinance boom of 2003, despite me charging more...

Can you believe it?

On occasion I teach prelicensing appraisal classes and it seems to me that more people are hoping to become appraisers than ever before... I am not sure that it isn't because the rules are changing in 2008, but I would hope that they want to become appraisers because the appraisal profession is becoming a more recognized and appreciated occupation.

Some appraisers would say that we should not keep teaching prelicensing to new appraisers, that the market is already flooded with trainees that no one can or will supervise. I say that without these new appraisers, our profession will have a huge gap in about 10 to 15 years. The average age of the ap-

praiser right now is about 50. This is not a bad statistic, one would hope that experience and wisdom would be a good factor that went along age. However it is an aging statistic, in that 10-15 years from now, some of those people appraising may not want to do it anymore, having reached an age where retirement is a possibility.

And some would say that on the flip side we need better supervisors. And I could not agree more. I think that as an appraiser, I learned a



Easter Surprises....

tremendous amount about appraisal when I had to teach it to another person. And I am not talking about teaching, which has taken me to another level all together, but I am talking about supervising. I think supervising makes you a better appraiser.

It is like the mother with a child, when reprimanded, it is not enough for the mother to say "because I said so," she often has to tell the child "why". When you supervise, I find that you have to explain the "why" and learn the rules and USPAP to support your decisions and be able to explain it not only to your trainee, but sometimes underwriters...

So I will keep teaching, and I encourage some of you to become supervisors... If you have an interesting story or mishap you would like share, please send me an email at amanda@ncpac.org.