

52nd



NJ National Association of Independent Fee Appraisers  
c/o Marty Ortiz  
P.O. Box 1795  
Bridgeton, NJ 08302

52nd  
NJ NAIFA-ASA  
EDUCATIONAL CONFERENCE



April 11-12, 2018  
Tropicana Atlantic City  
2831 Boardwalk, Atlantic City, NJ 08401

Robert J. Luciani, ASA, IFA  
2018 NAIFA National President

Sherrie Lisa Galderisi, IFA  
NJ-NAIFA 2017 & 2018 State Director,  
NAIFA Membership Chairperson &  
South Jersey NAIFA Chapter President

Louis Bonato, IFA  
2016 Past National NAIFA President &  
2018 National Director &  
Michael Lang Jr., IFA  
2018 Conference Co-Chairpersons

Marty Ortiz, 2018 Registration Chairperson

Bob Solotist, IFA  
2018 Treasurer & 2018 National Director

David Mailman, IFAS  
Francis "Frank" C. Heil III, IFAS, CTA  
Diane DeBellis, IFA  
2018 Co-Sponsorship Chairpersons

Blythe Kelly, 2018 Hospitality/Membership Chair

15 Hours of Appraisal Continuing Education in NJ Approved  
PA and NY CE credit hours Approval Pending

Online Registration: [www.njnaifa.com](http://www.njnaifa.com)

Registration Online: [www.njnaifa.com](http://www.njnaifa.com) (credit cards only) By Mail: Checks Payable to: NJ-NAIFA c/o Marty Ortiz PO Box 1795 Bridgeton, NJ 08302

Name: IFA &/Or ASA Member#:

Real Estate Appraisers License: NJ

Address: NY PA

Telephone: Check# Amount:

Email Address:

Please Check all that apply. WALK-IN REGISTRATIONS ARE WELCOME! \$25.00 ADDITIONAL FEE.  
REGISTRANTS MUST CHECK "OPTION A" OR "OPTION B" FOR DAY 2

	Description	Dates	Member Fee	Non-Member Fee
<input type="checkbox"/>	Two Day Full Conference with Social Event/Awards Dinner, breakfast, lunch & all books included	04/11/18 - 04/12/18	\$425	\$475
<input type="checkbox"/>	Two Day Full Conference without Social Event/Awards Dinner, breakfast & lunch included.	04/11/18 - 04/12/18	\$400	\$450
<input type="checkbox"/>	Day One Conference USPAP attendees only, breakfast, lunch & all books included.	04/11/2018	\$250	\$275
<input type="checkbox"/>	Day Two Conference only, includes breakfast & lunch.	04/12/2018	\$250	\$275
<input type="checkbox"/>	Day 2 Option A: NJ Rules & Regulations (required every 2 years with license renewal)	04/12/2018		
<input type="checkbox"/>	Day 2 Option B: PA Rules & Regulations (required every 2 years with license renewal)	04/12/2018		
<input type="checkbox"/>	Social Event/Awards Dinner Ceremony and Entertainment Only.	04/11/2018	\$65	\$65

ONLINE REGISTRATION CLOSING 04/03/2018! BOOK YOUR HOTEL ROOM NOW BEFORE THE BLOCK IS FULL!

Program Highlights  
**Wednesday April 11, 2018**

7:00 am - 8:00 am Registration  
Vendor/Sponsor Open

8:00 am - 8:15 am Opening Comments  
Sherrie Lisa Galderisi, IFA - 2018 NJ-NAIFA State Director &  
Robert J. Luciani ASA, IFA - 2018 NAIFA National President

8:15 am -12:00 pm USPAP 2018-2019 Update  
(All Disciplines Welcome!)

Instructor:  
Joseph Palumbo, SRA  
NJ Appraisal Board Member, VP of R.E. Service  
Weichert Workforce Mobility, Sr. Real Estate Subject Matter Expert

**Lunch Break 12:00 - 1:00 pm (included in fee)**

1:00 pm - 4:15 pm USPAP Cont'd

End Day 1

◇ **Social Event: Dinner Awards Ceremony** ◇

Included with full registration/Optional with Daily Registration)  
Social Event (Cocktail Hour) Starts at 6:00 pm  
Buffet Dinner & Awards 7:00 pm - 9:00 pm

◆ **Membership Opportunity** ◆

ATTEND THE FULL CONFERENCE,  
JOIN AS A MEMBER RECEIVE:

**\$100 REBATE!**

ASK A CHAPTER PRESIDENT FOR INFORMATION!

Nick Ivanow, IFA North Chapter 973-423-5703  
Frank Heil III, IFA Central Chapter 856-985-7799  
Sherrie Lisa Galderisi, IFA South Chapter 973-283-2266

**BOOK YOUR ROOM EARLY!! 1-800-247-8767**

**Group Name: NJ NAIFA  
Reservation Code: HNAIFA**

Directions/Parking & Floor plan for The Tropicana  
on NAIFA Web page!

**VISIT WEB PAGE FOR BOOKING**

➡ Online Registration: [www.njnaifa.com](http://www.njnaifa.com) ⬅

Program Highlights  
**Thursday April 12, 2018**

7:00 am -8:00 am Registration  
Vendor /Sponsor Open

8:00 am - 8:15 am Opening Comments  
Paul D. Roberts, ASA, ASA Real Property

8:15 am - 11:15 am Income & Expenses &  
Their Effect on Commercial & Residential Appraisals

Instructors:  
Carl Mucciolo, IFAS, SCGRE, CTA, Nick Ivanow, IFA,  
Michael Pratico Jr., CCIM Columbia Bank  
CoStar Group: Robert M. Calhoun, CFA & Justin Musella, Sales Associate

Option A:  
11:15 am - 12:15 pm NJ Rules & Regulations  
(required CE every 2 yr. license cycle)

**Option A Lunch Break 12:15 - 1:15 pm (included in fee)**

1:15 pm - 2:15 pm  
Instructor:  
Joseph Palumbo, SRA NJ Appraisal Board Member, VP of R.E. Service  
Weichert Workforce Mobility, Sr. Real Estate Subject Matter Expert

Option B:  
11:15 am - 12:15 pm PA Rules & Regulations  
(required CE every 2 yr. license cycle)

**Option B Lunch Break 12:15 - 1:15 pm (included in fee)**

1:15 pm - 2:15 pm  
Instructor:  
Robert J. Luciani ASA, IFA 2018 NAIFA National President

2:15 pm - 5:15 pm  
▪ Section I: Cyber Crimes & How to Protect Yourself  
John Torvi, VP Of Marketing and Sales, &  
Alix Fequiere, Marketing and Sales

▪ Section II: The Art of Depositions  
Written & Presented by:  
Albert M. Cerone, IFAS, Fellow, CTA  
with Christina M. Rieker, Esq.

The End! Thank you for Attending this year!

Online Registration: [www.njnaifa.com](http://www.njnaifa.com)

Other Information

**EDUCATIONAL CONFERENCE IS IN  
THE HAVANA TOWER**



**ON LINE REGISTRATION DEADLINE IS:  
APRIL 3, 2018**

**WALK-INS WELCOME!**

**\$25.00 ADDITIONAL PROCESSING FEE  
AFTER APRIL 3, 2018**

**HOTEL ACCOMMODATIONS**

**BOOK YOUR ROOM EARLY!**

**TROPICANA ATLANTIC CITY  
2831 BOARDWALK, ATLANTIC CITY, NJ 08401**

**1-800- 247-8767**

**YOU MUST USE GROUP NAME & CODE TO RECEIVE RATE!**

**Group Name: NJ NAIFA  
Reservation code: HNAIFA**

Directions/Parking & Floor plan for The Tropicana  
on NAIFA Web page!

**VISIT WEB PAGE FOR BOOKING LINK!**

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