



# Amerival Realty & Valuation

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## WHY SUMMER IS IMPORTANT

BY

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**KNOW THESE?-** Here are some terms which you may not be familiar. Give them some thought and you will find the understandings toward the end of this edition of the Newsletter.

### CLoud ON THE TITLE DUE-ON-SALE PROVISION NOTE

Please don't miss the **Professional of the Edition** on the following page.

**SUMMER VACATION SOLVES STRESS-** Take a clear look at the chart at the upper left of the page. The Stress Curve is something most do not consider or want to consider. It's a negative thought and most do not want to think in those terms, but we must. Professionals, doctors, lawyers, teachers, appraisers, Realtors, mechanical experts and any business person are faced with stress on a daily basis. Step back a moment and think of the last incident that created stress for you. For most of us it really is a daily occurrence. All that we do creates demands on our intellectual capacity in addition to legal responsibilities in engaging in our work life. Our clients expect that which they designate as important and often absolutely necessary for matters in which they retain any of the licensed individuals mentioned. A vacation is necessary to re-evaluate our stress level.

The public most often will only accept as an accomplished action of a professional when the results for which they retained that "expert" brings about their ultimate goal. Each of the public believes that their needs are the *only* ones which the expert is to consider until so accomplished with the expected result for which they were retained. In a perfect world, that is understandable, but we do not live in a perfect world. If one is to retain an expert for assistance, they believe that the expert must devote all the available time and resources to their problem and do it immediately. Virtually none of the professionals named above could financially exist if they worked on one client until ultimate success is attained. Professionals can't make promises of ultimate success because that which is learned during their efforts change the playing field or uncover unknown difficulties not anticipated at the time the case, job, etc. was undertaken.

**(CON'T)** Knowing people in all those professions cited and being one myself, no one has accomplished the ultimate goal of a client every time or even most of the time. There are too many unknowns which interrupt the intended plan to complete an assignment or a job. Often when this occurs, the expert or mechanic has a feeling of guilt and realizes that they never made provisions for the "unknown occurrences", thereby, they feel compelled to make whatever changes to the normal modus operandi they practice at no additional cost. Each time this occurs the professional loses money which often brings their income stream to below what the efforts are truly worth. This is a dilemma which can't be rectified. And, this creates true stress, irreversible. **(CON'T)**

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## ***CLOUD ON THE TITLE-***

Any conditions revealed by a title search that adversely affect the title to real estate. Usually clouds on title cannot be removed except by deed, release, or court action.

## ***DUE ON SALE PROVISION-***

A Provision in a mortgage that allows the lender to demand repayment in full if the borrower sells the property that serves as security for the mortgage.

## ***NOTE-***

A legal document that obligates a borrower to repay a mortgage loan at a stated interest rate during a specified period of time.

**(CON'T)** - Once stress is upon us it is difficult to reverse the problem. Therefore, we need to recognize the degrees of stress which may assist in dealing with it. If you look at the chart on the first page you'll notice that the Performance measurement actually grows with the degree of stress. Why is that, one wonders? It's because when faced with stress the vast majority of professionals know that they must have absolute control of a situation and it is their job to develop a solution. Notice that the green shaded area is labeled "inactive" and "laid back". That doesn't enter into a working professionals modus operandi. That is the retired or *inherited wealth* individuals who are happy to sit back and watch the grass grow. I would think there are few of those individuals. The standard stress is the gold colored area and labeled "optimum stress" ending in fatigue. This hopefully is where most of us are slotted. It also is where hopefully the cause of our stress ends and further is before we reach the ultimate "fatigue" point and the beginning of the "exhaustion" stage.

Within the "optimum stress" stage we should have concluded the problem which ends that created stress level. In this segment the professional must "fish or cut bait" and "fish" had better be the answer. We must face the client with our dilemma and advise that to accomplish the task to the best result probable, not possible, we are altering our effort to.... If it will require more time then that is what should be introduced to the client; and, should the change in work effort need further compensation then that is the time to advise the client. It's certainly not impossible that the client will understand and agree or at least negotiate the added fee. The final point at this point is that a true professional will do whatever necessary to complete the job, case, etc. and accept the loss. We are obligated to make our clients whole within our legal capability.

Should we be compelled to continue with unexpected and unplanned efforts one will enter the orange range, "too much stress" via exhaustion. The reason all efforts are necessary is because none of us wants to enter the red range, "burn-out" with anxiety / panic/ anger resulting in a breakdown. These very well may be totally destructive and irreversible. This short presentation should prompt all to pre-plan our modus operandi and at least verbally but hopefully in writing express the solution to the unexpected problems we may encounter. It is

### ***THIS EDITION'S SELECT PROFESSIONAL***

***Richard O. Venino, Jr., 700 Boston Blvd., Sea Girt, NJ 08750; Tel. 732-449-8335***

Mr. Venino is a General Practice Attorney in the Firm of Venino & Venino. There is a third Venino who is his son. It's true that law runs in the family for the Venino's. I had the opportunity of working with Mr. Venino about a year ago. Since we have managed to squeeze in a couple of lunches. He is an engaging personality who is best described as "laid back" but with a quick and decisive mind for the law. I was very impressed which isn't easy for me. I learned a lesson from Richard. He had experience with another appraiser which didn't leave a good taste for him. He was expecting to hear from this person on a new matter but never had the courtesy of a return call, or the like, as my memory isn't serving me. In any event it was bad for that person and good for me. I'm telling this for professionals to realize that it's very easy to say yes to an assignment but then you have to perform. On occasion it is good to say, "no" and recommend someone else. You have served the best needs of that member of the public. Mr. Venino practices that also. He is well respected in the Monmouth and Ocean County area which is why his greatest clientele is through direct referrals. Mr. Venino is always prepared to help someone and those who select him make a very good decision. He is timely, very well spoken and well versed in the facets of law in which he works. If comfort with an attorney is important to you, then call Mr. Venino for real estate, wills and estates and other facets of the law in which you need a comfort level to assure yourself that an accomplished attorney is at your side.