

AMERICAN SOCIETY OF APPRAISERS

North Jersey Chapter 73

Volume 2, Issue 1

January 2008



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Rudy Fernandez Jr.
J.D., ASA

Vice President

Kal Barrow, ASA

Secretary

Lynn Magnusson, AM

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Future Meeting Dates

February - Board Meeting Only
March 17, 2008
April 21, 2008
May 19, 2008

All 2007-2008 meetings are currently scheduled to be held at Pal's Cabin. Suggestions for other locations are welcome.



Erik Swanson Our January Speaker

As a leading Success Coach and Public Speaker, Erik has been making a huge name for himself in helping people throughout the U.S., Canada & Europe overachieve specific goals in business as well as personal lives. He is in great demand with just under 5500 speaking engagements and keynote presentations under his belt. He is both versatile in his approach and effective in facilitating a wide array of training topics. Satisfying the variety of training needs within various industries involves research, determination, and teaching techniques that provide proven results to his clients.

Topics to be covered:

- * Time Management & Time Blocking
- * Prospecting & Gathering Mega Referrals
- * Uncovering Clients Needs & Buying Signals
- * Presentation & Communication Skills
- * Overcoming & Preventing Objections
- * Closing The Sale With The Best Method

Erik has spent years teaching top professionals how to increase their income and prepare themselves for very successful careers. He will personally be conducting the interactive workshop for us at our January meeting! It will be entertaining, interactive and informative. Get ready for a great training session packed with techniques to increase sales and your business right away.

"Erik Swanson has the unique ability to teach the success and principles needed in today's selling fields. Even if you are not in sales, he connects with you to share ideas he has learned through surrounding himself with top authors and speakers throughout the years. Erik you have my vote!" Jack Canfield - Chicken Soup

December Mini-Minutes

- Estimated Cash Balance: \$22,376
- Kudos to our December Speaker Bob Connelly who gave a fascinating presentation on "Market Value Appraising Without Comparables". Thank you!

Next Meeting

Monday
January 21, 2008

Board Meeting
6pm

Business Card
Exchange & Cash Bar
6:30pm

Dinner
7pm

Guest Speaker
ERIK SWANSON
7:30pm

WE'RE ON

THE WEB!

WWW.ASANJ.COM

Save The Dates!

National Fair Value Summit
February 5-6, 2008
New York City

ASA International Conference
August 3-6, 2008
Minneapolis, MN

ASA/AICPA Joint BV Conference
November 10-12, 2008
Bellagio Hotel
Las Vegas, NV



NORTH JERSEY CHAPTER 73

January's Meeting Agenda

Board Meeting - 6pm

Business Card Exchange & Cash Bar - 6:30-7pm
Power Network with your peers. Stay in touch with people when you need nothing-building relationships is key to success! Someone always knows someone who knows someone. Name Tags will be provided or feel free to bring your own.

Dinner & Speaker

7-8:30pm

Mushroom Soup, Salad, Rolls
Choice of Entrée (Salmon, Steak, or Chicken)
Dessert & Coffee
\$30 per person

Pal's Cabin

265 Prospect Avenue
West Orange, NJ 07052
(Corner of Eagle Rock Avenue)



Holiday Raffles = Success!

A special thanks to donations from

Kal Barrow (Barrow Appraisals)

Lynn Magnusson (Personal Property Consultants)

Joe Novelli

Rudy Fernandez

Jane St. Lifer

NJ Chapter

7 Baskets were raffled at December's Chapter Event. Baskets contained Starbucks, Chili's & Office Depot Gift Cards, an opal & diamond ring, collector baseball cards, sporting goods, books & DVDs, spirits & food, a painting of Central Park and an assortment of other goodies.

We Want To Help You Network!

If you would like us to highlight your business in our monthly newsletter, feel free to submit a brief summary and/or picture.

Send all information to:
Lynn Magnusson
artappraiser@optonline.net



Member Highlights

Joe Novelli, ASA

During his professional career, Mr. Novelli has been a Senior Appraiser in the Construction Analysis Group at American Appraisal Associates, and has been president of Midtown Contracting Corporation, and Joseph Novelli, ASA Appraisal Services located in New York. He has also been employed in the New York City area construction industry as a project manager and estimator. His specialty is utilizing the Cost Approach & Depreciation Methods. In addition, he has evaluated several distinguished structures which include Harrah's Casino in Atlantic City, Trump Tower in NYC, and Penn Station in Newark. He enjoys vacationing in the Caribbean during the winter and the Jersey Shore throughout the summer months. When he is not busy working, Mr. Novelli takes pleasure in rooting for the New York Giants, donating to various Catholic Charities and taking long bike rides. Question: "Name one neat thing you've done" Joe's Answer: "Folded my clothes and hung them up"

Notice

Attendance at ASA Chapter Meetings provides up to 10 reaccreditation hours per membership year. Members receive 1 hour for the 1st meeting they attend in the membership year and 4 hours for the 2nd meeting attended. After that, members receive 1 hour for each subsequent meeting.



ASA January Meeting Invitation

If you would like to attend the ASA North Jersey Chapter 73 Meeting on Monday, January 21st, please confirm your attendance no later than Friday, January 18th. Please contact Lynn Magnusson via:

Phone: 973-884-2466

Email: artappraiser@optonline.net