VIBRANT. REVITALIZED. UNEXPECTED. ISA, MEET KC.
APRIL 25 – 28, 2014
**Professional Development Credits**

The International Society of Appraisers designates the education sessions of Assets 2014 for a maximum of 14 Professional Development Credits. Attendees should only claim those hours of credit that were actually spent in the educational activity. Letters of attendance will be sent post-conference upon completion of a verification of attendance form.
Who We Are

The International Society of Appraisers (ISA) is a not-for-profit, member-driven association, formed to support our member needs and serve the public by producing highly qualified and ethical appraisers who are recognized authorities in professional personal property appraising. Our members include many of the country’s most respected independent appraisers, consultants, estate liquidators, auctioneers, gallery owners, and dealers.

ISA offers a comprehensive professional development program designed to build and enhance performance in the area of personal property appraisal practice as well as specialty studies. Our four main divisions are comprised of antiques and residential contents; fine art; gemstones and jewelry; and machinery and equipment.

ISA’s professional development and credentialing programs, along with its strong code of ethics and professional conduct, serve as the foundation for the organizational mission.

ISA Mission Statement

The mission of ISA is to advance the professionalism and effectiveness of personal property appraisers.

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It is my pleasure to welcome you to Kansas City, Missouri for the International Society of Appraisers Annual Conference, Assets 2014. We are excited you have shown this commitment to your professional education in choosing to join us at the InterContinental at the Plaza. ISA is recognized for hosting the finest personal property appraisal conferences in the profession. We have a great history of bringing together distinguished speakers who are experts in their respective fields in a collegiate atmosphere conducive to learning. I am sure you will leave Kansas City with your expectations exceeded.

I want to thank the Annual Meeting Committee, Judith Martin, Todd Sigety, Perri Guthrie, Christine Guernsey, and Cris Drugan, who worked tirelessly to pull together the speakers and tours that comprise this program. Without their hard work and dedication to ISA, this conference would not be taking place.

Thanks are also due to our sponsors, Affinity Business Partners and advertisers, whose commitment to the appraisal community has helped to make this event a success. It is through their support that we are able to provide our attendees exceptional educational programming, sharing our mission to advance the professionalism and effectiveness of personal property appraisers.

ISA also extends a sincere thank you to the Foundation for Appraisal Education for their generous educational grant, which allows ISA to offer quality speakers at our conferences. Without their support, we could not hold the caliber of meetings that we do.

The International Society of Appraisers remains committed to providing the best in personal property appraisal education. I am confident that this conference will provide you with renewed energy and inspiration to take back home with you.

Sincerely,

Cindy Charleston-Rosenberg, ISA CAPP
President
Annual Meeting Committee

ISA expresses sincere gratitude to the Annual Meeting Committee for their hard work and dedication to this event over the past year.

Cindy Charleston-Rosenberg, ISA CAPP – President
Todd W. Sigety, ISA CAPP – Immediate Past President
Judith M. Martin, ISA CAPP – Annual Meeting Chair
Perri Guthrie, ISA CAPP – Fine Arts Committee Chair
Christine Guernsey, ISA CAPP
Cris Drugan, ISA AM

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Exhibitors

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Program Schedule


Thursday, April 24

4:00 – 7:00pm  
Registration Open  
Lobby Alcove

Friday, April 25

8:00am – 5:00pm  
Registration Open  
Lobby Alcove

9:00am – 5:00pm  
Specialty Tours  
(*All tours depart from the InterContinental*)

7:00 – 9:00pm  
Welcome Reception - Welcome to Kansas City  
Salon 2

Saturday, April 26

(*All Saturday events take place in Salon 3*)

7:30am – 5:30pm  
Registration Open

7:30 – 8:15am  
Continental Breakfast

8:15 – 8:30am  
Welcome & Opening Remarks

8:30 – 9:45am  
**Quality vs. Price: The Value of Art in Our Consumer Culture**  
Michael Findlay, Director Acquavella Galleries

9:45 – 11:00am  
**Serving as a Consultant and/or Expert Witness in Legal Proceedings**  
Peter Gaido, Esq, Gaido & Fintzen

11:00 – 11:30am  
Networking Coffee Break
11:30am – 12:45pm
**The Assessment of American Indian Objects**
Gaylord Torrence, Curator Native American Collections, The Nelson-Atkins Museum of Art

12:45 – 2:15pm
Lunch on Own

2:15 – 3:30pm
**Managing Art as an Asset Class**
Judith Pearson, President and Co-Founder, ARIS Companies

3:30 – 4:00pm
Networking Coffee Break

4:00 – 4:30pm
**Yes, Virginia, ISA does offer E&O Insurance**
Tom McDonough, Hylant Affinity Group

4:30pm
Sessions Adjourn

4:30 – 6:30pm
Committee Meetings

<table>
<thead>
<tr>
<th>Time</th>
<th>Conference Suite 241</th>
<th>Conference Suite 341</th>
<th>Conference Suite 441</th>
</tr>
</thead>
<tbody>
<tr>
<td>4:30pm</td>
<td>Specialty Studies</td>
<td>Designation &amp; Review</td>
<td>Membership</td>
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<tr>
<td>5:00pm</td>
<td>Marketing &amp; Promotions</td>
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<tr>
<td>5:30pm</td>
<td>ARC</td>
<td>Chapter Relations</td>
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<tr>
<td>6:00pm</td>
<td>Fine Art</td>
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<td>Audit &amp; Finance</td>
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**Sunday, April 27**

7:45am – 5:30pm
Registration Open

7:45 – 8:45am
Committee Meetings

<table>
<thead>
<tr>
<th>Time</th>
<th>Conference Suite 241</th>
<th>Conference Suite 341</th>
</tr>
</thead>
<tbody>
<tr>
<td>7:45am</td>
<td>Bylaws &amp; Governance</td>
<td>Ethics (closed meeting)</td>
</tr>
</tbody>
</table>
7:45 – 9:00am
Continental Breakfast
*Ballroom Prefunction*

9:00 – 10:15am
**Breakouts:**
Antiques & Residential Contents:
*An Expert’s Guide to Identifying Religious Objects in the Decorative Arts*
James Jackson, President and CEO,
Jackson’s International Auctioneers and Appraisers
*Salon 2*

Fine Art:
*On Quality: Connoisseurship and Art History*
Dr. Bruce Robertson, Acting Director of UC Santa Barbara’s University
Art Museum and Professor of History of Art and Architecture at UCSB
*Salon 3*

10:15 – 10:45am
Networking Coffee Break

10:45am – 12:00pm
**Breakouts:**
Antiques & Residential Contents:
*All Things Russian, Silver, Fabergé, and, of course, Icons*
James Jackson, President and CEO,
Jackson’s International Auctioneers and Appraisers
*Salon 2*

Fine Art:
*History of Tamarind Prints, How to Identify and Value Tamarind Prints*
Meghan Ferguson, Gallery Director, Tamarind Institute of Lithography
*Salon 3*

12:00 – 1:30pm
Lunch & Learn
*Rooftop Ballroom*
1:30 – 2:45pm

**Breakouts:**

**Antiques & Residential Contents:**

**Navigating the Rare Book Trade: History, Identification and Strategies for Collection Appraisal**

Mary Kohnke, Director of Rare Books and Manuscripts at Leslie Hindman Auctioneers  
*Salon 2*

**Fine Art:**

**Panel Discussion:**

**Challenging Valuation Assignments: The Nuts and Bolts of Fine Art Appraising**

Steve Roach, ISA AM, Steve Roach Appraisal & Advisory Services;  
Cris Drugan, ISA AM, Emerald Art Services, LLC;  
Matt Quinn, Quinn’s Auction Galleries  
*Salon 3*

2:45 – 3:15pm  
Networking Coffee Break

3:15 – 4:30pm

**Breakouts:**

**Antiques & Residential Contents:**

**The Digital Revolution and the Democratization of Design**

Soodie Beasley, AAA, AM, Soodie Beasley Appraisals  
*Salon 2*

**Fine Art:**

**Contemporary Photography: Trends and Techniques**

Sylvie Pénichon, Conservator, Department of Photography, The Art Institute of Chicago  
*Salon 3*

4:30pm  
Sessions Adjourn

4:30 – 6:00pm  
FAE Happy Hour and Auction  
*Ballroom Prefunction*
Monday, April 28

7:30 – 8:00am
Continental Breakfast

8:00 – 9:00am
ISA Business Meeting
Salon 2

9:00 – 10:30am
**Treasures of the Presidential Libraries**
Clay Bauske, Museum Curator at Harry S. Truman Museum and Library
Salon 2

10:30 – 11:00am
Networking Coffee Break

11:00am – 12:00pm
**Breakouts:**
Antiques & Residential Contents & Fine Art:
**Promoting Your Appraisal Practice With ISA Marketing Tools**
Todd Sigety, ISA CAPP, ISA Marketing and Promotions Committee Chair, Immediate Past President, ISA
Salon 2

Fine Art:
**Appraising Political Art: What Matters More - The Artist or the Subject?**
Meredith Meuwly, ISA AM, Director of Appraisal Services,
Heritage Auctions
Rooftop Ballroom

12:00 – 2:15pm
Closing Speaker & Awards Luncheon
**Following Your Appraisal: The Life of a Case at the IRS**
Gretchen Wolf, IRS, Art Appraisal Services Division
Salon 3

2:15pm
Meeting Adjourns

2:30 – 3:30pm
Committee Report-Out
*Conference Suite 241*
8:30 – 9:45am  
**Quality vs. Price: The Value of Art in Our Consumer Culture**  
Michael Findlay, Director Acquavella Galleries

In the 21st century, artists like Rembrandt, Monet, Picasso and Warhol have become brands and the markets for their work analyzed and promoted by self-appointed pundits with little or no art experience. Has popularity overtaken quality as a principle of appraising? Is connoisseurship dead?

**Michael Findlay, born in Scotland in 1945, has been an art dealer in New York City since 1964. Currently a Director of Acquavella Galleries, he had one of the first galleries in SoHo and was a Senior Director of Christie’s for 16 years. He serves on the Art Advisory Panel for the Commissioner of Internal Revenue and the Advisory Council of the Appraisers Association of America. He teaches at Christie’s Education and lectures internationally. He is a contributing author of “The Expert versus The Object” (Oxford University Press, 2004) and his current book “The Value of Art: Money, Power & Beauty,” published by Prestel in 2012, is now available in German, Spanish, Korean, and Japanese.**
Serving as a Consultant and/or Expert Witness in Legal Proceedings

Peter Gaido, Esq, Gaido & Fintzen

A personal property appraiser’s expert opinion is often required in legal and other administrative proceedings in order to, among other things, establish: (i) the value of an article(s) of personal property; and/or (ii) that a person performing appraisal services was (or was not) negligent, fraudulent, unethical, or otherwise acted outside the applicable standard of care. In some proceedings, expert testimony is required by law, and in other cases it is utilized to address complex issues or respond to the opposing party’s expert testimony.

This presentation is designed to provide an overview for appraisers considering serving as an expert witness, and specifically: (i) the process they should anticipate, from their initial retention through trial/hearing, and how to prepare for the same; (ii) the likely expectations of the attorney and/or party retaining the appraiser expert; and (iii) various strategies to consider, and potential pitfalls to avoid, in connection with the appraiser’s expert services.

During his career, Peter Gaido has served as general counsel to several national and international tax exempt organizations providing legal guidance and advice on various issues. He is currently legal counsel to more than 30 tax-exempt organizations whose annual budgets range from less than $100,000 to budgets in excess of $100,000,000. Gaido has also formed and counsels numerous small and medium sized for-profit organizations. Gaido has extensive trial experience in state and federal court, and has represented clients in various administrative proceedings throughout the U.S. and in Puerto Rico. Gaido has also presented oral arguments in the Appellate Courts of Illinois, First and Fourth Districts, and in the U.S. Court of Appeals for the First Circuit.
11:30am – 12:45pm

**The Assessment of American Indian Objects**

Gaylord Torrence, Curator Native American Collections, The Nelson-Atkins Museum of Art

This presentation will provide a basic approach to assessing North American Indian objects—approaches to proper identification; evaluating condition and issues of restoration in relation to value; a discussion of the current market, independent dealers, galleries and auction houses; and advisable bibliographical and research materials.


2:15 – 3:30pm

**Managing Art as an Asset Class**

Judith Pearson, President and Co-Founder, ARIS Companies

The art market is the largest, lawful, unregulated market with the third most amount of crime in the marketplace, just behind guns and drugs. Art collectors generally express concern regarding pricing transparency rather than transactional transparency. However, neither art vendors nor market aggregators can manage transparency of the transaction. The only way for industry participants to minimize financial and reputational risk related to opaqueness of the transaction is by adopting better industry standards and incorporating art title insurance into the collection planning. This presentation will review how to manage art and collectibles as an asset class, the legal issues surrounding defective title, and recent relevant cases.

**Judith Pearson is co-founder and President of ARIS Title Insurance Corporation, the world leader in guaranteeing legal title to non-real property assets. Pearson consults to museums, auction houses, financial institutions, collectors, and fiduciaries to mitigate consequences of exposures from legal title risks that are inherent with fine art and other collectibles in the global art market.**
Yes, Virginia, ISA does offer E&O Insurance

Tom McDonough, Hylant Affinity Group

ISA is pleased to announce the availability of a Professional Liability insurance program specifically designed for personal property appraisers. McDonough will provide attendees with an overview of this new value-added benefit available to members who are seeking a policy that covers Errors & Omissions and other coverages specific to our professional exposure. Come to this session to learn more about this high-quality program with affordable premiums and coverage levels.

With more than 20 years of experience, McDonough is with Hylant Affinity Group in Chicago, a firm offering an array of brokerage services to association clients.
9:00 – 10:15am – **ARC**

**An Expert’s Guide to Identifying Religious Objects in the Decorative Arts**

James Jackson, President and CEO, Jackson’s International Auctioneers and Appraisers

The first in a two-part lively, engaging, and information-packed presentation designed to shed light on the vast array of frequently encountered “holy” or “religious” items frequently encountered by the personal property appraiser. Items covered include carved and polychrome wood statues, carved ivories, santos, chalices, monstrances, reliquaries, and more. This popular workshop is based on current frontline experiences and examples as presented by James L. Jackson, President and CEO of Jackson’s International Auctioneers and an internationally recognized expert in Russian works and ecclesiastical items.

*James Jackson is President and CEO of Jackson’s International Auctioneers & Appraisers in Cedar Falls, Iowa. Jackson has written widely and lectured coast-to-coast on the subject of fine art and antiques and is recognized internationally in the area of Russian art, including icons, paintings, and decorative arts with an emphasis on ecclesiastical items.*

9:00 – 10:15am – **FA**

**On Quality: Connoisseurship and Art History**

Dr. Bruce Robertson, Acting Director of UC Santa Barbara’s University Art Museum and Professor of History of Art and Architecture at UCSB

The last book by an academic art historian on quality in art was published in 1967. Art historians today are leery of the idea of quality and avoid connoisseurship; in universities, students are trained in cultural theory, not formal analysis. But we all make quality judgments about the art we look at, the art we teach, and the art we buy every day. What has caused this great disconnect, and how might we go about bridging the divide between academic art history and the world of art collecting?

*Bruce Robertson (Yale PhD 1987) has published many books and organized exhibitions on American art. Currently Professor and Director of the Art, Design & Architecture Museum, University of California, Santa Barbara, Robertson has also been a curator, most recently at the Los Angeles County Museum and the Santa Barbara Museum of Art.*
10:45am – 12:00pm – ARC
All Things Russian: Silver, Fabergé, and, of course, Icons

James Jackson, President and CEO,
Jackson’s International Auctioneers and Appraisers

The second in a two-part workshop, this session dives head first into unraveling the often complicated and perilous field of Imperial Russian items, including Fabergé, Russian silver, porcelain, bronzes, lacquerware and, of course, icons. This popular workshop is based on current frontline experiences and examples as presented by James L. Jackson, President and CEO of Jackson’s International Auctioneers and an internationally recognized expert in Russian works and ecclesiastical items.

James Jackson is President and CEO of Jackson’s International Auctioneers & Appraisers in Cedar Falls, Iowa. Jackson has written widely and lectured coast-to-coast on the subject of fine art and antiques and is recognized internationally in the area of Russian art, including icons, paintings, and decorative arts with an emphasis on ecclesiastical items.

10:45am – 12:00pm - FA
History of Tamarind prints: How to Identify and Value Tamarind Prints

Meghan Ferguson, Gallery Director, Tamarind Institute

Since 1960, Tamarind Institute has been training master printers in lithography and publishing fine art prints with some of the most important artists of the last half century. Focused in the medium of lithography, Tamarind has set the standards for how many lithographic workshops in the world work today, through its education program training master printers and extensive research on the medium. What makes a Tamarind print original? What gives it value? Are values different for a print designated as an artist’s proof? A Bon à Tirer? In this talk, we’ll overview the process, documentation, and varieties of prints and how to identify them and research their value. This talk will also explore Tamarind’s unique history and some of the challenges that face the medium today.

Meghan Ferguson is the Gallery Director at Tamarind Institute. She previously worked for Charlotte Jackson Fine Art and as an Associate Director at Eight Modern. In her role at Tamarind, Ferguson oversees the pricing and sales for over 1,000 prints in the inventory, some dating back to the 1970’s.
Navigating the Rare Book Trade: History, Identification and Strategies for Collection Appraisal

Mary Kohnke, Director of Rare Books and Manuscripts at Leslie Hindman Auctioneers

This session will focus on the critical information and resources appraisers need to know in order to identify, evaluate, and appraise rare book and manuscript collections. The session will also address the history of the rare book trade, with focus on long-term trends and popular collecting areas such as Americana, modern first editions, natural history, travel, exploration, and cartography. The book trade has shifted significantly in the last decade alone, granting unprecedented access to bibliographies, library holdings and sales records for booksellers and appraisers, and enabling collectors to peruse a vast inventory of books online from vendors worldwide. The speaker will also address how these recent changes affect the role of the appraiser and the resources at his or her disposal.

Mary Kohnke is the Director of Fine Books and Manuscripts at Leslie Hindman Auctioneers in Chicago, Illinois, a position she has held since Spring 2008. Her role includes library, estate tax, insurance, single item and collection appraisals, cataloging, and marketing, in addition to holding three Fine Books and Manuscripts auctions a year that attract a significant number of buyers worldwide. These auctions include fine and rare books from the 15th century to present day, autographs, cartography, natural history prints, Americana, and numismatics. Kohnke received her Bachelor of Arts in Classical Greek and Archaeology from Valparaiso University and her Master of Art from University of Notre Dame in Art History, with an emphasis in Byzantine manuscript studies.
1:30 – 2:45pm - FA
Panel Discussion:
Challenging Valuation Assignments: The Nuts & Bolts of Fine Art Appraising

Steve Roach, ISA AM, Steve Roach Appraisal & Advisory Services;
Cris Drugan, ISA AM, Emerald Art Services, LLC;
Matthew Quinn, Quinn’s Auction Galleries

This panel discussion will focus on exchanging stories and experiences when dealing with objects that are challenging to value. The panel will answer audience provided questions related to daily experiences as a fine art appraiser.

Steve Roach, JD, ISA AM, focuses on American and European paintings and rare coins. He’s worked with Heritage Auctions, Christie’s and is editor in chief of Coin World, the world’s largest coin publication. His opinions on the rare coin market have been published in the "Wall Street Journal" and the "New York Times." He has a BA in Art History from the University of Michigan and a JD from Ohio State’s Moritz College of Law. Roach joined the ISA in 2007 and sits on its Board of Directors.

Cris Drugan ISA-AM, is the Principal of Emerald Art Services LLC and an accredited appraiser with the International Society of Appraisers. In addition, Drugan is USPAP trained and has attended numerous disaster recovery, restoration, and fine art workshops, classes, forums, and symposiums. Drugan is also an overseas member of the Institute of Professional Auctioneers and Valuers in Ireland.

Matthew Quinn runs the Estate and Trust department of Quinn’s Auction Galleries and has brought many found treasures to auction with outstanding and unexpected results for his clients. He has been a featured appraiser on PBS “Antiques Roadshow” and has been featured nationally on NBC’s “Today” show, CNN, Fox, the “Washington Post” and numerous others. He has been an active sponsor of ISA Assets program for five consecutive years, and now sits on the Board of the Foundation for Appraisal Education and is the founder of its Annual Symposium.
3:15 – 4:30pm - ARC

**The Digital Revolution and the Democratization of Design**

Soodie Beasley, AAA, AM, Soodie Beasley Appraisals

What people collect and how people collect have changed largely due to the advent of new online selling venues, ezines, and social media. The digital revolution has shaped the way people view, communicate, and purchase design. By looking at the emerging popularity of modern design, Beasley will demonstrate how new forms of communication have brought forth a renewed appreciation of the great modern designs and designers of our time, as well as discuss the problems.

*Soodie Beasley, AAA, AM specializes in 20th century design, antiques, and decorative arts. She holds faculty positions at Park University and The Kansas City Art Institute where she teaches courses on the designed environment and art history, focusing on gender issues. She has degrees from William Smith College, University of Missouri (Kansas City) and University of California (Los Angeles) in Art History and Interior Architecture. She is an Elected Fellow of the Society of Antiquaries of Scotland, and a board member of the Albrecht-Kemper Museum of Art.*

3:15 – 4:30pm - FA

**Contemporary Photography: Trends and Techniques**

Sylvie Pénichon, Conservator, Department of Photography, The Art Institute of Chicago

Photographs constitute an important part of our cultural and artistic heritage and the market for contemporary art photography is vibrant. This presentation will describe the current state of fine art photography and provide participants with practical information on materials and techniques used by artists today.

*Sylvie Pénichon is a conservator in the Department of Photography at The Art Institute of Chicago. She is the author of "Twentieth-Century Color Photographs: Identification and Care" (Los Angeles: Getty Conservation Institute, 2013), a comprehensive guide to understand processes, techniques, and materials used to produce color photographs during the last century.*
9:00 – 10:30am
**Treasures of the Presidential Libraries**
Clay Bauske, Museum Curator at Harry S. Truman Museum and Library

The nation’s 13 federally administered Presidential libraries are treasure troves of unexpected historical materials. Not only do they contain papers and objects directly relating to a President and his administration, but they also hold diverse collections of unrelated materials connected only by the fact that heads of state, visiting dignitaries, and ordinary people saw the need to give a memento to the President. Items range from artistic treasures of foreign countries to the simple but heartfelt works of folk artists, mixed with often humorous trinkets designed to bring laughter to a President’s otherwise grueling day. If it is true that one man’s trash is another man’s treasure, then the Presidential libraries can showcase many examples of each.

*Clay Bauske, Museum Curator at the Harry S. Truman Library in Independence, Missouri, is the senior curator of the nation’s 13 Presidential libraries. Previously he was Director of the Missouri State Museum. He did his graduate work at the University of Michigan and the John Hopkins School of Advanced International Studies.*

11:00am – 12:00pm – **ARC & FA**
**Promoting Your Appraisal Practice with ISA Marketing Tools**
Todd Sigety, ISA CAPP, ISA Marketing and Promotions Committee Chair, Immediate Past President, ISA

ISA recently invested in developing new advertising tools and promotional materials to promote qualified ISA appraisers, market individual member appraisal practices, and advance the growing ISA brand. One of the promotional developments ISA is most excited about is the new ISA Promotional PowerPoint Presentation. This presentation was developed as a foundational presentation that is easily customized for target audiences. Additionally, the presentation will discuss the newly available material for member use, including the series of new promotional “co-op” ads for print and online advertising, taking advantage of the numerous promotional aspects of the ISA website, and personalizing and ordering the "Be Certain of Its Value" brochure.

*Todd Sigety is immediate past President of ISA, and is currently serving as Chair of the Marketing and Promotions Committee. Under Sigety’s leadership, branding ISA as the personal property appraiser’s organization of choice was initiated, with a new website, updated logo, and a wide variety of marketing tools developed to help ISA members promote their practices. His appraisal practice, WSA Appraisals in Alexandria, VA, specializes in appraising fine furniture and art as well as unique and complex valuation assignments. He is developer and editor of the "Journal of Advanced Appraisal Studies" and a partner in the Appraiser Workshops.*
Appraising Political Art: What Matters More – The Arts or the Subject?

Meredith Meuwly, ISA AM, Director of Appraisal Services, Heritage Auctions

What is “Political” art? How do we value such pieces and in what context? This presentation will use case studies of artworks throughout history that illustrate the concept of political art and the different markets for such works.

Meredith Meuwly earned her Bachelor’s degree in Classical Studies and Art History from Duke University in 2000, and a Master’s degree in Modern Art, Connoisseurship, and the History of the Art Market from Christie’s Education in New York in 2001. She spent the next five years in the Christie’s New York Antiquities Department as sale coordinator and cataloguer of ancient Greek, Roman, Egyptian, and Near Eastern works of art.

Meuwly joined Heritage Auctions in 2007 as Senior Consignment Director in the Fine & Decorative Arts Department, overseeing two auctions each year. In January 2010, she became the Director of Appraisal Services, preparing formal appraisals for more than 35 specialist categories. She regularly publishes and lectures for Heritage on fine art, decorative art, collectibles, and appraisals.

In addition to her duties at Heritage, Meredith participates as an appraiser for the "Antiques Roadshow" on PBS, specializing in glass, silver, and decorative arts. Meuwly is an accredited member of the International Society of Appraisers, serving on the Fine Art committee. She is also a board member of the Foundation for Appraisal Education.

Closing Speaker & Awards Luncheon

Following Your Appraisal: The Life of a Case at the IRS

Gretchen Wolf, IRS, Art Appraisal Services Division

Do you ever wonder what happens to your appraisal at the IRS? This presentation traces a case through the cycle of review at the IRS’ Office of Art Appraisal Services and describes the IRS Art Advisory Panel. The roles of both the Panel and the staff appraisers are described in detail, demystifying the IRS review.

Gretchen Wolf, an appraiser with the IRS Office of Art Appraisal Services, reviews tax appraisals submitted by taxpayers for charitable contributions, estates and gifts, specializing in the review of 19th and 20th century American and European fine art. Prior to joining the IRS eight years ago, Wolf was an independent appraiser and a gallery curator.
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The Foundation for Appraisal Education Congratulates ISA on another successful conference in Kansas City!

In celebration The Foundation for Appraisal Education invites you to our Annual Live & Silent Auction for ISA Conference Attendees in Kansas City!!!

Sunday, April 27th
4:30 pm to 6:00 pm
Intercontinental Hotel

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Silver Basics with Elizabeth Lindquist & David Lindquist
This 2-day seminar will go over all the basics you need to know for identifying silver - which books are must haves for research and on-site work; a process for how to approach silver identification; overview of hallmarks from around the world with a focus on America, England, France and the Continent; easy tricks and must have tools; when to be suspicious; when to get help from specialists and more! The course will have power-point presentations with lots of hands-on work interspersed so you learn it and then you try it yourself - the best way to immerse yourself and learn! A new take on an important subject! Handy take-home folder included with great tips and details!

Prints & Paintings - Essential Knowledge 2.0 with Brenda Simonson-Mohle
New and improved! If you took this course in 2011, do it again - Brenda Simonson-Mohle has made changes to this 2-day seminar so you will learn new information and has additional materials to share! If you missed it the first time - don’t miss it now! The first day is a comprehensive study of prints. You will learn the basics of print identification and print appraising; the history of paper and printmaking; techniques for quickly separating the collectible from the cheap; and valuation approaches and some invaluable resources. The second day focuses on the essentials of painting appraisal, including: tools to quickly separate out things that don’t need your attention; some appearance cues to help you determine the age of a painting; and some tips about valuation that are unique to fine art. Each attendee will receive his/her own notebook full of essential information on prints and paintings.

Wood Identification Made Simple! with David Lindquist & Elizabeth Lindquist
Never be afraid of wood again! Identifying the wood used in furniture is essential to identifying, dating, and geographically attributing antique furniture. This 2-day course will give you a clear understanding of this all-important material. Learn to distinguish between the major woods used to construct various furniture forms in the U.S. and in Europe during specific style periods. Study examples of commonly used woods to understand unique characteristics, such as color, grain and weight, that will enable you to identify those woods - by sight - when you see them in finished furniture. Discover how to accurately locate and identify primary and secondary woods in furniture and how to apply that knowledge to dating and placing specific pieces. Use the trade-specific knowledge you will gain in this course on wood identification to identify the top 12 woods you are likely to encounter. Includes hands-on work at Whitehall Antiques!
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