The International Society of Appraisers designates the education sessions of Assets 2017 for a maximum of 12.5 Professional Development Credits. Sessions were selected during the registration process, and letters of attendance will be distributed via email post conference to those who attended. Session-level surveys are available through our mobile-enabled site, https://www.messageblocks.com/isa-assets-2017. An overall evaluation will be sent post-event.
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: Antiques, Furnishings + Decorative Arts; Fine Art; Gemstones and Jewelry; and Machinery and Equipment.

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

ISA BOARD OF DIRECTORS

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ISA MISSION STATEMENT

Advancing excellence in the personal property appraisal profession.
Welcome all of you to Chicago and to the International Society of Appraisers’ annual conference, Assets 2017! On the heels of last year’s conference success in Fort Worth, I am pleased to see so many of you back again this year. It is extremely rewarding to see our ISA members making this important commitment to the advancement of their careers and their professional education.

Assets 2017 continues to grow ISA’s reputation with another outstanding program. This year features speaker presentations and panels by recognized experts in their fields, expanded tours and a collaborative ambiance with plenty of networking opportunities. Our theme, The Architecture of Appraising, delves into building appraisal businesses through networking with gatekeepers who can refer clients as well as obtaining new skills and product knowledge. Here at Assets, you’ll learn from our most seasoned members and specialists how to overcome the everyday challenges of an appraisal practice, from creating contracts to working with various types of clients. You are guaranteed to return to your office after the conference excited to put all the new ideas and knowledge you’ve gained into practice.

I want to thank our Annual Meeting Committee Chair, Elise Olonia; Fine Art Chair, Irene Szylinger; Antiques, Furnishings + Decorative Arts Chair, Maureen Winer; and their fine Assets planning teams who worked tirelessly to pull together the program of speakers, the new SEAK course and both specialty tours. Without all 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 Assets 2017 a success. It is through their support that we are able to provide our attendees with the conference’s wonderful programming. We thank them all for sharing in 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 allowed us to bring our quality speakers to Chicago.

I thank you all again for your support of the International Society of Appraisers. It is our collective commitment to advancing our profession that makes ISA the premier personal property professional appraisal organization of choice!

Sincerely,

CHRISTINE GUERNSEY, ISA CAPP
President
ANNUAL MEETING COMMITTEE

Elise Olonia, ISA AM  Committee Chair
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Maureen Winer, ISA CAPP  Committee Member
Ross Bradley, ISA AM  Committee Member
Lyn Huck, ISA  Committee Member
Libby Holloway, ISA CAPP  Committee Member
Jason Baldwin, ISA  Committee Member
Judith Martin, ISA CAPP  Committee Member
Hughene Acheson, ISA AM  Committee Member
Diane Marvin, ISA CAPP  Committee Member
Steven Roach, ISA CAPP  Committee Member
Suzanne Houck, ISA CAPP  Committee Member

CONFERENCE SPONSORS AND EXHIBITORS

The International Society of Appraisers sincerely thanks this year’s Assets 2017 sponsors.

Thank you to our 2017 Sponsors and Exhibitors:

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Thank you to our 2017 educational supporter:

EDUCATIONAL SUPPORTER
SPECIAL EVENTS

SPECIALTY TOURS: FINE ARTS AND ANTIQUES, FURNISHINGS + DECORATIVE ARTS

Friday, March 31, 8:30am – 5:00pm
Departs from the Palmer House Hotel • $125/person
Attend one of two specialty tours focusing on key specializations in appraising. The Fine Arts tour will feature customized lectures at Leslie Hindman Auctioneers, the Museum of Contemporary Photography and the Art Institute of Chicago. The Antiques, Furnishings + Decorative Arts tour will visit Leslie Hindman Auctioneers and the Art Institute of Chicago. Transportation to each location is provided.

OPENING RECEPTION

Friday, March 31, 6:00 – 8:00pm • Mezzanine Lobby
Join your fellow attendees in celebrating the kick-off of the conference and a big welcome from the city of Chicago.

WELCOME TO CONFERENCE NEW ATTENDEES RECEPTION

Friday, March 31, 8:00 – 9:00pm
Welcome party for new members and first-time conference attendees immediately following the Opening Reception. Come meet other first-time attendees, ISA members and ISA leadership.

NETWORKING LUNCH AND LEARN

Sunday, April 2, 11:45am – 1pm • Red Lacquer, Fourth Floor
An opportunity for attendees to network and ask questions of ISA sponsors, Affinity Business Partners and committee leaders.

FAE NETWORKING EVENT

Sunday, April 2, 5:30 – 7:00pm • Sixth Floor Foyer
Enjoy refreshments while taking part in the Foundation for Appraisal Education’s (FAE) fun and much anticipated silent auction! Proceeds will benefit scholarships for appraisers like you and advance education related to personal property appraising as a whole.

CAPP APPRECIATION COFFEE

Monday, April 3, 8:30 – 9:00am • Monroe, Sixth Floor
ISA CAPP-certified members are invited to begin the final day of the conference with fellow CAPP members for mingling and networking.

AWARDS BRUNCH

Monday, April 3, 10:30 – 11:30am • Adams, Sixth Floor
Recognize and applaud ISA members and chapters that have accomplished outstanding achievements within our organization and in the appraisal profession.
PROGRAM SCHEDULE
Registration will remain on the Sixth Floor for the duration of the conference.

Friday, March 31

8:30am – 5:00pm
Specialty Tours
(All tours depart from the Palmer House Hilton)

FA:
Leslie Hindman Auctioneers, Museum of Contemporary Photography, Art Institute of Chicago

AF+DA:
Leslie Hindman Auctioneers, Art Institute of Chicago

2:00 – 5:30pm
Registration Open

6:00 – 8:00pm • Mezzanine Lobby
Opening Reception

8:00 – 9:00pm
Welcome to Conference New Attendees Reception

Saturday, April 1

All Saturday Sessions take place in Adams, Sixth Floor.

8:00am – 4:30pm
Registration Open

8:00 – 9:00am
Coffee and Breakfast

9:00 – 9:15am
President’s Welcome & Opening Remarks
Christine Guernsey, ISA CAPP

9:15 – 10:15am
Masonry of the Market: Analyzing What Binds it Together
Keynote Speaker: John Dorfman • Editor-in-Chief, Art & Antiques Magazine

Sponsored by
10:15 – 11:15am
An Arching Perspective: What’s Trending Now, Millennials and Millionaires
Evan Beard • National Art Services Executive, US Trust

11:15am – 11:45pm
Coffee Break

11:45am – 12:45pm
Panel: Working with Bricks and Mortar: Developing Relationships with Gatekeepers
Maggie Reynolds • Senior Fine Art & Collections Specialist, Chubb Personal Risk Services
Randall H. Borkus, Esq. • Partner, Borkus Collins Law
Jennifer Draffen • Executive Director for Exhibitions and Registration, The Art Institute of Chicago
Moderator: Steve R. Roach, JD, ISA CAPP

12:45 – 1:45pm
Lunch on Own

2:00 – 3:00pm
Piercing the Façade: A Look into the World of Fakes and Forgeries
Joshua Kaufman, ESQ. • Art Law Expert, Venable, LLP, Head of Copyright and Licensing

3:00 – 3:30pm
Networking Break

3:30 – 4:30pm
Pip Deely • Head of Sales and Partnerships, CollectorIQ

4:30 – 6:30pm
Committee Meetings
Schedule and room assignments available on page 16
Sunday, April 2

**General Session & AF+DA Sessions:** Adams, Sixth Floor  
**Fine Art Sessions:** Monroe, Sixth Floor  
**Generalist Sessions:** The Chicago Room, Fifth Floor

8:00am – 5:30pm  
Registration Open

8:00 – 9:00am  
Coffee and Breakfast

9:00 – 10:00am  
From The Vault: Organization, Methodology and Valuation for Appraising an Archive  
*Leila Dunbar, ISA AM • President, Leila Dunbar Appraisals and Consulting LLC*

Sponsored by

10:00 – 10:30am  
Coffee Break

10:30 – 11:45am  
ISA Member Panel: The Nuts and Bolts of Appraising: Dealing with Challenging Clients, When and How to Authenticate, Marketing Techniques and More  
*Perri Guthrie, ISA CAPP (FA)*  
*Judith Martin, ISA CAPP (AFDA)*  
*Diane Marvin, ISA CAPP (AFDA)*  
**Moderator:** Sanjay Kapoor, ISA (AFDA)

Sponsored by

11:45am – 1:00pm • Red Lacquer, Fourth Floor  
Networking Lunch and Learn

1:00 – 2:15pm  
Break-Out Sessions:  
Bridging the Gap in Understanding Fakes and Forgeries

**AF+DA Session**  
Fine Jewelry and Time Pieces  
*Alexander Eblen, G.G. • Director of Fine Jewelry and Timepieces, Leslie Hindman Auctioneers*

**Fine Art Session**  
The Benton Fake Game: A Glimpse into the World of Art Forgery  
*Dr. Henry Adams • Professor, Case Western Reserve*

www.ISA-APPRAISERS.org
**Generalist Session**
A Quick Start Guide to Evaluating Estates and their Contents

James Jackson • President and CEO, Jackson’s International Auctioneers and Appraisers of Antiques and Fine Art

2:45 – 4:00pm

**Break-Out Sessions:**
Overcoming Barriers: New Perspectives for Challenging Comparables

**AF+DA Session**
Libby Holloway, ISA CAPP
Jacqueline Snyder, ISA AM

**Fine Art Session**
Meredith Meuwly, ISA CAPP, Director of Education
Lisa Lowy, ISA AM

**Generalist Session**
Mickey Logan, ISA CAPP
Carol Matesic, ISA AM

4:00 – 4:15pm

**Networking Break**

4:15 – 5:30pm

**Break-Out Sessions:**
Columns and Buttresses of the Business: Considering Specialties

**AF+DA Session**
Art Deco Jewelry: What’s Old is New Again
Ben Macklowe • President, Macklowe Gallery

**Fine Art Session**
Hiding in Plain Sight: Why Most Fakes, Forgeries and Misattributions Go Undetected
Nica Gutman Rieppi • Principal Investigator, Art Analysis & Research

**Generalist Session**
Selling Out the House: The Estate Sale Business and How to Avoid Mistakes!
Carol Myers Madden • Expert and Writer, EstateSalesNews.com

5:30 – 7:00pm • Sixth Floor Foyer

FAE Networking Event
Monday, April 3

8:30 – 11:30am
Registration Open

8:30 – 9:00am • Monroe, Sixth Floor
CAPP Appreciation Coffee

9:00am – 9:30am • Adams, Sixth Floor
ISA Business Meeting
(Open to members only.)

9:45 – 10:30am • Adams, Sixth Floor
2018 USPAP Proposed Changes &
The Future of Valuation Services
Tim Luke, CAI, BS, MPPA • Professional Benefit Auctioneer

10:30 – 11:30am • Adams, Sixth Floor
Awards Brunch

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SPEAKERS & PRESENTATIONS

9:15 – 10:15am
Masonry of the Market:
Analyzing What Binds It Together

**Keynote Speaker:** John Dorfman • Editor-in-Chief, Art & Antiques Magazine

Now more than ever before, the inspired collector has information about art and antiques around the world. Technology and new venues have created unlimited opportunities for buying and selling these works so that individuals are more actively involved in the process. John Dorfman will discuss his experiences, providing examples of how this trend can be beneficial to collectors and appraisers.

**John Dorfman is the Editor-in-Chief of Art & Antiques Magazine, where he has worked since 2006. Before that, he was a senior editor at Art + Auction. He has also contributed articles to The New York Times, The Washington Post, The Philadelphia Inquirer, Discover, Archaeology, Lingua Franca and Columbia Journalism Review. He has degrees in Near Eastern Studies from Princeton and Harvard Universities and lives in New York City with his wife and 11-year-old son.**

10:15 – 11:15am
An Arching Perspective:
What’s Trending Now, Millennials and Millionaires

**Evan Beard • National Art Services Executive, US Trust**

According to recent statistics, the millennial generation is the largest active group in the U.S. labor force that will inherit approximately $30 billion in future years. While they are gearing up to be significant buyers in the art and design markets, appraisers are curious about their collecting interests and how their tastes and buying habits differ from previous generations. This informative and in-depth talk will explore the question of “wealth vs. worth.” Evan Beard will address the challenges of being an appraiser in the current art ecosystem as well as how millennials, Gen-Xers, baby boomers and millionaires affect different global markets.

**Evan Beard is the National Art Services Executive with U.S. Trust, Bank of America Private Wealth Management. Headquartered in New York City, Evan leads the bank’s outreach to private and institutional art collectors, investors and artists nationwide. An authority on art-related investing and financing, Evan directs the end-to-end provision of services to clients in the art world, including trust structuring and estate planning services, art-secured lending, financing and philanthropic services. Prior to joining U.S. Trust, Mr. Beard was the U.S. Art and Finance leader for Deloitte Consulting and served as a U.S. Naval Intelligence Officer in Washington, D.C., and the Middle East.**
11:45am – 12:45pm
**Working with Bricks and Mortar: Developing Relationships with Gatekeepers**

*Maggie Reynolds • Senior Fine Art & Collections Specialist, Chubb Personal Risk Services*

*Randall H. Borkus, Esq. • Partner, Borkus Collins Law*

*Jennifer Draffen • Executive Director for Exhibitions and Registration, The Art Institute of Chicago*

**Moderator:** Steve R. Roach, JD, ISA CAPP

This panel will explore the most effective means of connecting with gatekeepers, who refer business to appraisers from the insurance, estate and museum industries. These experienced speakers will identify how to develop ongoing relationships with potential sources of business and become a preferred and referred appraiser. The discussion will provide a comprehensive framework for your appraisal practice, addressing what qualifications are required, and offering insights into how different industries interact with one another.

Maggie Reynolds is a senior fine art and collections specialist for Chubb Insurance and has been with the company for six years. She received her Master of Philosophy and Connoisseurship in Modern Art and Design from Christie’s Education in London, and a Bachelor of Arts in Art History from Florida State University. Maggie was previously the Associate Director of Education and a development officer for the Cummer Museum of Art & Gardens in Jacksonville, Florida. She has written articles and delivered lectures for collectors, brokers and wealth advisors and been a contributor to the Art Appraiser Association’s Annual Conference, Chubb Art Appraisal Days, The Winter Antiques Show in New York City, Art Basel in Miami and SOFA in Chicago. She is currently working on her certification as a personal insurance advisor through the Executive Development Program at Wharton.

Randall H. Borkus, Esq., believes that business succession, asset protection and estate planning are less about numbers and much more about helping people preserve, protect and provide for who and what is most important to them. As a partner at Borkus Collins Law, he specializes in counseling ultra-high net worth individuals and their advisors in asset protection. He also mentors and teaches attorneys, financial advisors, insurance wholesalers and CPAs devoted to the ultra-high net worth market. He has spoken and been published many times as an expert on estate planning. He received his J.D. and Master of Laws from John Marshall Law School and holds additional degrees in taxation and finance.

Jennifer Draffen has been the Art Institute of Chicago’s Executive Director for Exhibitions and Registration since January of 2015. Prior to that, she served as the Executive Director of Museum Registration. Before joining the Art Institute in 2012, Jennifer spent 14 years at the Museum of Contemporary Art in Chicago, first as Registrar and then as the Director of Collection and Exhibition Services. Her work encompasses or oversees exhibitions planning and management, shipping and crating, contracts, risk management and insurance, art handling and collections storage. She typically works on 30 exhibitions of varying size and complexity every year for the Art Institute.

Steve Roach is an appraiser based in Washington, D.C., and Cincinnati, Ohio. He is an expert in rare coins and medals with a secondary expertise in European and American paintings, sculpture and works on paper. He has published more than 600 articles and newspaper stories on rare coins and his opinions on the rare coin market have been sought by numerous publications and media outlets including The Wall Street Journal, The New York Times, Business Week and others. He has experience in a variety of challenging appraisal projects, from valuing individual collections and institutional holdings for public museums to private foundations and entire coin shops.
2:00 – 3:00pm
Piercing the FaÇade: A Look into the World of Fakes and Forgeries
Joshua Kaufman, ESQ • Art Law Expert, Venable, LLP, Head of Copyright and Licensing

How does case law deal with fakes and forgery in the art world? How do we respond as appraisers when the history of ownership casts a shadow of doubt on the authenticity of an item we are appraising? Joshua Kaufman will address these questions and offer advice on when to connect with lawyers and other experts who deal with issues of provenance and authenticity.

Joshua Kaufman is a partner in the law firm of Venable LLP and chair of their art, licensing and copyright practices. He has been representing artists, collectors, dealers, galleries and museums on a worldwide basis for decades. He is extensively published in the area and is an adjunct professor at the American University College of Law in Washington, D.C. where he has taught art law for many years. He has represented some of the most well-known artists and art collectors in the world and has had a great deal of professional experience in the world of fakes and forgeries. Mr. Kaufman has owned and run art galleries, art-important businesses and is an artist himself.

3:30 – 4:30pm
Pip Deely • Head of Sales and Partnerships, CollectorIQ

In the face of an explosion in the number of apps, databases and imaging tools currently on the market, as well as a larger trend towards digital property management in general, Deely will take a look at exciting new applications of technology that can enhance your appraisal process. This presentation will cover the latest developments in 3D scanning using your cell phone, virtual reality and visualization, collection management and the impact and potential of price databases.

Pip Deely is an entrepreneur and technologist. He is a leading voice on the changing nature of art valuation in the digital age with a focus on the growth of art-linked financial products. Frequently interviewed in industry literature including Deloitte’s Art & Finance Report 2016, Pip is an alumnus of the New Museum of Contemporary Art’s incubator program for art and technology, NEW INC and is a consultant to art startup CollectorIQ. Pip is a Chartered Alternative Investment Analyst and studied at the Sotheby’s Institute of Art and Bard College at Simon’s Rock.
Saturday, April 1

4:30 – 6:30pm
Committee Meetings • Sixth Floor

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<td>4:30 – 5:00pm</td>
<td>SPIRE PARLOR</td>
<td>Designation &amp; Review Committee (closed)</td>
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<td>MEDINAH PARLOR</td>
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<td>WATER TOWER PARLOR</td>
<td>Antiques, Furnishings + Decorative Arts Committee</td>
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9:00 – 10:00am
From The Vault: Organization, Methodology and Valuation for Appraising an Archive

Leila Dunbar, ISA AM

With so many archives now being donated, sold or inherited, it is more important than ever to understand the types of organization, methodology and valuation that can be involved. This presentation will cover the process of recognizing different types of archives; handling various collections containing both high and low value objects; working with archivists, curators and collectors; dealing with supporting documentation; identifying differences in retail replacement and fair market valuations and when to apply discounts, and a discussion of typical IRS issues.

Leila "Lee" Dunbar, former head of Sotheby’s Collectibles Department and 21-year veteran Antiques Roadshow appraiser, is the president of Leila Dunbar Appraisals and Consulting LLC, which offers pop culture memorabilia and wine appraisals, consulting, auctioneering and media services to private clients, auction houses, corporations, media and institutions.
10:30 – 11:45am
ISA Member Panel: The Nuts and Bolts of Appraising: Dealing with Challenging Clients, When and How to Authenticate, Marketing Techniques and More
Perri Guthrie, ISA CAPP
Judith Martin, ISA CAPP
Diane Marvin, ISA CAPP
Moderator: Sanjay Kapoor, ISA

Our ISA CAPP Panel will share their experience and expertise in developing best practices and managing imperfect or difficult situations. Pre-submitted “how-to” questions from ISA members will be discussed in detail.

Perri Guthrie possesses a strong background in fine art management and research, maintaining good working relationships with museum directors, curators, fine art galleries, private dealers and art conservators throughout the country. Perri has provided fine art appraisal services for collectors, corporations, cultural institutions and foundations for over twenty-six years. She is a graduate of the University of California at Los Angeles, the International Society of Appraisal Studies Program and is current with the Uniform Standards of Professional Appraisers Practice Accreditation Program.

Judith Martin of Wheaton, IL served as the president of ISA from 2009 to 2011. Judith is the owner of The Perfect Thing, Inc., located in Wheaton Illinois and has been in the estate liquidation business for over 20 years. Judith was a lead talent in the National television series What the Sell! along with her daughter Kate Martin, ISA AM, and her mother Gloria Moroni, ISA CAPP, showcasing three generations of appraisers and their daily work life. Judith was also a guest appraiser on the PAX network show Treasures in Your Home from 1998 - 2000. She is a well-known public speaker on appraising and antiques.

Diane Marvin, ISA CAPP has been working as a generalist appraiser in and around South Florida for over 20 years. She is a certified member of ISA, specializing in Antiques and Residential Contents and has earned the Certified Appraiser of Personal Property (CAPP) designation in this area. Diane has served on the board of directors for the Foundation for Appraisal Education, a non-profit organization formed to promote the advancement of education related to personal property appraising.

Sanjay Kapoor is a fourth-generation dealer with Kapoor Galleries. Alongside his grandfather Ramesh and Ramesh’s son, Suneet, Sanjay continues to promote the gallery’s commitment to excellence in Indian subcontinental and Himalayan art. Sanjay distinguishes himself as a dealer with a well-rounded attention to detail. Prior to joining Kapoor Galleries, he studied computer processors and neuroscience at SUNY Stany Brook and worked as an Emergency Medical Technician, soon focusing on wellness as a licensed personal trainer. Ultimately, his technical approach to analytics went on to augment his discriminating eye in appraisal and acquisition.
Antiques, Furnishings + Decorative Arts Session

Fine Jewelry and Time Pieces

Alexander Eblen, G.G. • Director of Fine Jewelry and Timepieces, Leslie Hindman Auctioneers

This session will address authenticity issues that appraisers come across when examining jewelry. Alexander Eblen will focus on when it is beneficial to seek out jewelry specialists and gemological experts to help identify imitations and treated stones. Examples of these instances will be explored throughout the presentation as well as what to expect when working with gem labs throughout the world.

Alexander Eblen is the Senior Specialist and Director of the Fine Jewelry and Timepieces department at Leslie Hindman Auctioneers, one of the nation’s leading fine art auction houses. Alexander joined Leslie Hindman Auctioneers in 2009 and brings over sixteen years of industry experience grading and appraising fine jewelry and timepieces. Alexander travels extensively to consult with private collectors, dealers, estate executors and museum curators to evaluate, appraise and sell items privately and at auction. Alexander holds a Graduate Gemologist degree from the Gemological Institute of America and has a broad knowledge of fine jewelry and timepieces ranging from antique to contemporary with a particular interest in diamonds and colored gemstones of all kinds.

Fine Art Session

The Benton Fake Game: A Glimpse into the World of Art Forgery

Dr. Henry Adams • Professor, Case Western Reserve University

Henry Adams, author of four books on Thomas Hart Benton will describe his 30-year struggle to identify forgeries of Benton's work. When he first became involved with providing expertise, fully half the paintings he was shown were forgeries, and the story of how these forgeries were made and circulated contains useful lessons for anyone involved in art dealing or appraising.

Professor Henry Adams is a graduate of Harvard University, and received his M.A. and Ph.D. from Yale. He is the author of over 300 scholarly and popular articles, ranging over the American field from the 17th century to the present, as well as of about 14 books or book-length exhibition catalogues.
Generalist Session
A Quick Start Guide to Evaluating Estates and their Contents

James Jackson • President and CEO, Jackson’s International Auctioneers and Appraisers of Antiques and Fine Art

For those who are currently working or desire to work in the field of general appraisals and estate liquidation, the question may arise, "Where do I start?" James Jackson presents current front-line experiences and examples of covering the "who, what, where, when, why and how" of dealing with estates in today’s market. Questions pertaining to provenance and certificates of authenticity will be addressed along with examining the current state of the market. Defining items of importance and their comparables will specifically be discussed.

James Jackson has been the President and CEO of Jackson’s International Auctioneers and Appraisers of Antiques and Fine Art since 1993. James has written and lectured coast-to-coast on the subject of art and antiques and is recognized nationally in the area of Russian art, including icons, paintings and decorative arts with an emphasis on ecclesiastical items. James manages Jackson’s paintings and prints department, which appraises, inspects and sells over 2,000 works on canvas and paper yearly.

2:45 – 4:00pm • Breakout Sessions
Overcoming Barriers: New Perspectives for Challenging Comparables

Three separate breakouts led by highly experienced ISA instructors and their students will delve into the process of finding the most appropriate comparables when appraised items are unique, have no market or are created regionally by an unknown artist or company. ISA members will share real appraisal items they struggled with and instructors will explain alternative comps and sources to help them.

Antiques, Furnishings + Decorative Arts Session

Libby Holloway, ISA CAPP
Jacqueline Snyder, ISA AM

Libby Holloway has been a member of ISA for 19 years. In that time, she has served on the board for six years and on many committees, both as member and chairperson. She is currently serving as the Development Coordinator for ISA and as one of the Antiques, Furnishings + Decorative Arts instructors. Libby has held a CAPP designation in AF+DA for several years and has recently completed the Fine Arts course. She enjoys promoting the appraisal profession and ISA through speaking, teaching and writing articles.

Jacqueline Snyder specializes in appraisals of unusual and difficult to appraise items, including ancient artifacts, antiquities, art, antiques, fossils, gemstones, precious metals, coins and jewelry. She has over 20 years of experience appraising for auction houses, insurance companies, law firms and private clients. Her skills as an artist and art restorer have allowed her to specialize in Broad Evidence reports. Her present clients include the U.S. Department of Homeland Security, the U.S. Secret Service, the IRS, major insurance companies and noted law firms. Jacqueline has been a member of ISA for over 16 years, Jacqueline holds a Master’s Degree in International Art Crime from ARCA in Italy and a Bachelor’s Degree in Art from the University of California Santa Barbara.
Fine Art Session
Meredith Meuwly, ISA CAPP • Director of Education
Lisa Lowy, ISA AM

Meredith Meuwly joined Heritage Auctions in 2007 and since 2010 has served as their Director of Appraisal Services, preparing formal appraisals for 40 specialist categories. In addition to her duties at Heritage, Meredith participates as an appraiser for Antiques Roadshow on PBS, specializing in antiquities, glass, silver and decorative arts. Meredith serves on the ISA Fine Art committee and is an instructor for the ISA Fine Art Course. Previously, Meredith worked as sale coordinator and cataloguer of ancient Greek, Roman, Egyptian and Near Eastern works of art in the Christie’s New York Antiquities Department.

Lisa K. Lowy is an Accredited Member of ISA in Antiques, Furnishings + Decorative Arts and Fine Art and has over 30 years combined experience in appraising and selling art and residential contents. Her experience includes owning the company L&L, where she works as a personal property appraiser and estate liquidator. Lisa has appraised several pieces of artwork by the contemporary African artist Malangatana, which were donated to the Cleveland Museum of Art and Oberlin College. She also appraised the piano of an award-winning singer/songwriter donated to The Rock and Roll Hall of Fame. L&L was instrumental in the cataloguing and managing of one of the country’s largest collections of Napoleona and worked with Leslie Hindman Auctioneers to bring the massive collection to auction. Lisa has appeared on the nationally syndicated Value This! Radio Show with Leon and Brian, as a guest expert.

Generalist Session
Michael Logan, ISA CAPP
Carol Matesic, ISA AM

Michael Logan has over 25 years’ experience researching and evaluating antiques and the various markets in which they are sold. He has done specialty studies in needlework including schoolgirl samplers and silkworx, French and American pottery, English ceramics, furniture and silver. In his former antiques business, TRACE of Time®, he exhibited at quality shows in cities including Philadelphia, Raleigh, Atlanta and Nashville.

Carol Matesic resides in Richardson, Texas, and conducts her estate liquidation and appraisal business primarily in the Dallas/Fort Worth Metroplex. Carol has been in the business for 17 years, following a 15-year career as a registered nurse specializing in operating room and plastic surgery. Her thorough knowledge of both antiques and regular personal property was first gained as one of the original dealers at Antiqueland Mall in Plano (1995-2001). She gave up her retail business in 2001 to strictly concentrate on estate sales and appraisals of personal property, which also served to reduce potential conflicts of interest.

www.ISA-APPRAISERS.org
4:15 – 5:30pm • Breakout Sessions

**Antiques, Furnishings + Decorative Arts Session**

**Art Deco Jewelry: What’s Old is New Again**

*Ben Macklowe • President, Macklowe Gallery*

Back by popular demand, Macklowe will discuss Art Deco jewelry. Known as Style Moderne, Art Deco was most desired against the backdrop of the roaring 1920’s. We will learn how jewelry pieces changed in form and function throughout the years and identify key stylistic elements associated with the Art Deco movement. Macklowe will also expose market collecting trends.

*Benjamin Macklowe has appeared on television to discuss Tiffany lamps with Martha Stewart, lectured on the art glass of Emile Gallé at the Taft Museum of Art and taught about Art Nouveau jewelry at Christie’s auction house on multiple occasions. Under his leadership, Macklowe Gallery has become one of the world’s most respected dealers of antique and estate jewelry, French Art Nouveau decorative arts and the entire oeuvre of Louis Comfort Tiffany.***

**Fine Art Session**

**Hiding in Plain Sight: Why Most Fakes, Forgeries and Misattributions Go Undetected**

*Nica Gutman Rieppi • Principal Investigator, Art Analysis & Research*

Traditionally, due diligence in art market transactions has involved provenance research and the application of connoisseurship by specialists and subject matter experts. Now with advances in technology, another expertise, scientific art analysis, provides an additional, complementary component to due diligence and can greatly aid appraisers with valuations. With a significant number of fakes, forgeries, misattributions and unknowns in the market, there is an increasing concern of authenticity, with subsequent risks to appraisers. In addition to revealing valuation risks associated with fakes and forgeries, scientific art analysis can also help preserve and increase the value of works of art.

This presentation will provide insight to the inner workings of scientific art analysis, highlight the specifics on how, why and when it can be useful to appraisers as well as how it can help them mitigate authentication and valuation risks.

*Nica Gutman Rieppi is Principal Investigator for Art Analysis and Research (U.S.) LLC, the global leading art forensics and testing company. With over 20 years of experience, Ms. Rieppi has worked with the foremost appraisers, art advisors, auction houses and private collectors around the world, providing them with scientific evidence to support complex issues surrounding authenticity and attribution. Ms. Rieppi obtained dual Master of Arts degrees, in both Art Conservation and Art History, as well as a Certificate of Advanced Study in Paintings Conservation. Ms. Rieppi’s findings on technical art analysis have been widely published, and she has most recently undertaken work on the rediscovery of Leonardo da Vinci’s lost Salvator Mundi.*
Generalist Session

Selling Out the House: The Estate Sale Business and How to Avoid Mistakes

Carol Myers Madden • Expert and Writer, EstateSalesNews.com

Expanding your business through estate sales or looking for additional solutions to re-frame your already existing estate sale business? Don’t miss this lively and informative session about the seven major pitfalls of estate sales and how to avoid them. You will be guided through best practices for estate sales from education and training, transparency and networking to working with difficult clients, contracts, pricing and much more.

Carol Madden is originally from Southold, New York. In 2012, she started a nationwide online magazine, EstateSalesNews.com. Carol writes about a variety of topics and gives advice to sellers, buyers and estate sale companies. EstateSalesNews.com has crisscrossed the country covering estate sales and networking with estate liquidators. Carol previously owned an antique business called Chesire Cat Antiques and an estate liquidation business, New Jersey Estate and Moving Sales.
9:45 – 10:30am
2018 USPAP Proposed Changes & The Future of Valuation Services
Tim Luke, CAI, BS, MPPA

AQB Certified USPAP instructor, Tim Luke, CAI, BAS, MPPA will highlight the upcoming USPAP personal property proposed changes taking effect January 1, 2018. The interactive presentation will address the subtle differences between an appraisal practice and valuation services, showcasing ways to increase your business while still maintaining USPAP compliance. Trends and technology will be the focus of a discussion on the future of valuation services.

Tim Luke has over 27 years of experience in benefit auctions, fine & decorative arts, memorabilia, antiques and collectibles. He was featured on HGTV’s Cash in the Attic and Public Television’s Antiques Roadshow. He is president and co-owner of an auction, events & appraisal business, TreasureQuest Group, Inc. Prior to starting his business, he worked at Christie’s auction house in New York City as the Director of the Collectibles Department. Tim is a proud and active member of the National Auctioneers Association, achieving designations from the Certified Auctioneers Institute: Benefit Auctioneer Specialist and Master Personal Property Appraiser.
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Best Wishes to all of our fellow members at the 2017 ISA Conference.

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Props to all of the new CAPFS, AMs and members!

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