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**GETTING DOWN IN SAC-TOWN** – Several IRWA members from the region enjoy a tour of the California State Capitol before the forum in Sacramento.

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**OCTOBER IRWA MEMBERSHIP MEETING**

**Golden Corral**

**7609 W. Thomas Road  
Phoenix, AZ.  
(623) 848-1655**

**DATE: November 9, 2010**

**TIME: 11:30AM - 1:00PM**

**COST: \$10.00**

***More information on Page 6***

# A Word From Our President ...

## **Karen L. Williams, SR/WA**

November! The holiday season has begun. Seems like just the other day when we were trying to wrap the year 2000 around us. Now, we are preparing for 2011. Where does the time go?

My husband Kurt and I have just celebrated our 27<sup>th</sup> wedding anniversary. My friends and co-workers are starting to retire. Uh oh, does that mean we are becoming the “old guys”? I recently attended the Condemnation Summit VII. They referred to the “more experienced” as the “crusties”. Oh boy, I don’t think I am quite ready for that. Oye!!

About the Summit .....a few topics included a Judges panel that discussed “Observations from the Bench Across Arizona”. There was also a panel that discussed “Selecting and Preparing the Appraiser Witness”. An update on Condemnation Law was given as well as a discussion about SB 1189 & Daubert in Arizona. Daubert, now this is interesting to read about, it deals with the admissibility of expert testimony and the standards that must be met in order to present opinion evidence. Speak with your legal counsel for more information.

Well, now on a more festive level, as we move into the holiday season, it is a perfect time to express your appreciation for your colleagues as well as your employers. So, please be sure to submit your nominations to Chris Banks, Nominations and Elections Chair, by November 12, 2010. Awards will be presented at our December Member Meeting.

Another event to look forward to is the Region 1 Spring Forum to be held on March 5, 2011. Mark your calendars and don’t miss out on this opportunity to attend. It is great experience as well as an ideal time to network with your counter parts in the Region. Remember, there is no fee to attend the business meeting. As I mentioned in October, planning has begun and information will be distributed as it develops.

Let us know if you have any ideas for activities or if there is a course you would like us to consider as part of the Forum. Volunteers are always welcome!!

I look forward to seeing you all at the November 9 Member Meeting! We have two speakers from Empire West Title that will discuss “Short Sales in Arizona”. Don’t miss out!

Until then .....

# What Makes a “Qualified Professional”?

ongoing ramblings (aka An Editorial)  
by Kathie A. Sholly, SR/WA, R/W-AMC

I have a friend who has worked in his profession for more than 30 years and is recognized internationally for his expertise in that field. He is often called on by countries around the globe to come and share his vast knowledge. Recently, he was actively recruited by another employer to head the department in which he is so proficient. Not wanting to abruptly leave his current employer, and knowing a higher-level position in his current department was open, he proposed that his current employer hire him to the open position in order to keep him. The “big bosses” he discussed this with were appalled that he might leave, taking with him so much historical knowledge and unparalleled talent, but couldn’t see their way to offering him the other position because it “required” a bachelor’s degree. Never mind how logic fails in that (lack of?) thought process. There was no way these “big bosses” were going to budge on his lack of a piece of paper evidencing he had sat through a number of potentially insignificant and certainly (considering his profound experience) rudimentary classes. Does the lack of the institutional education make my friend less capable? Not in the least, but that no longer matters.

Sadly, it is often true that rigidity in following rules overrides what is best for the situation. Sadly, too, it is often true that pieces of paper evidencing classroom attendance are held as being more valuable than actual knowledge and practical skill.

But I come from the “baby boomer” generation. The current “millennial” generation – who are our rising stars and soon-to-be world leaders – hold different values that have been wrought from lifestyles and home environments very different from what I experienced. For the millennial, “everyone on the team wins equally”, and to follow specific procedural direction is more the norm than is taking initiative in self-education.

I shouldn’t, then, be surprised at the return to an emphasis on having degrees and certifications and alphabet soup after one’s name, since that denotes uniformity of specific procedural education (“everyone on the team wins equally”). I may not agree with the trend toward total disregard for hands on, real life, in-the-trenches experiential learning, but I don’t get to make the rules.

At IRWA Headquarters, this trend is being touted as “the way to go” as well. It is now a requirement for candidates for Region Chairs, Vice Chairs, and International Committee members to hold the SR/WA designation. At the present time, that requirement does not apply to individual Chapter officers or committee chairs, although that may be on the horizon.

I understand why we should want our leaders to aspire to set an example as right of way professionals by earning the SR/WA designation. However, I’m not sure that it’s necessarily in our best interest to preclude participation by those members with years and miles of experience who haven’t, for any one of a number of very legitimate reasons, taken all of the necessary coursework or filed the appropriate paperwork to attain the SR/WA designation. I have to believe that we have many very talented and knowledgeable, albeit undesignated, members who would make excellent leaders.

And I have to wonder ... what are we really losing?

# COMMITTEES

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# NOMINATIONS WANTED!!

The December Luncheon has become our Annual Awards Luncheon at which we will present three awards: the **Special Services Award**, **Professional of the Year Award**, and the **Employer of the Year Award**. The Nominations and Elections Committee will be accepting nominations for these awards until **November 12, 2010**. Please note, any nominations received after that date will not be considered. The Nominations and Elections Committee members are Chris Banks, Ray Warriner and Roger Ottaway. You may submit the awards in writing in person, by US mail or by email to any of us. If you send them to me by email, I will respond with a confirmation that I have received them.

Please consider the criteria below to justify your nominations. The nominations will be scored by the committee and the winners will be announced at the December Luncheon.

## **AWARD Criteria**

### **Special Services Award**

- How long a member of IRWA? Of Chapter 28?
- How active? Has the member served on or chaired any committees or served as a Board Member?
- Community involvements are a plus but NOT a requirement
- Is the individual ready, willing and available for special projects?
- Does the individual put forth "above and beyond" effort to consistently assist other members (especially new members)?
- Does the individual advocate membership?
- Does the individual present a professional and personable image and represent the IRWA in the manner consistent with the Association Code of Ethics and guidelines?

### **Professional of the Year**

- How long a member of IRWA? Of Chapter 28? How active?
- Has the individual served as an elected officer of Chapter 28 or any other Chapter of IRWA? If yes, what offices has this individual had?
- What appointed positions has this individual held? Served as Chair or member of a committee? What committees and for how long?
- Is the individual an SR/WA? If so, how long? Is he/she a Candidate?
- Does or has this individual served as Chair or as a member on any Regional Committee?
- Does or has this individual served as Chair or as a member on any International Committee?
- Does this individual attend monthly meetings, executive board meetings, local educational seminars, regional forums or international seminars?
- Does this individual participate at these functions as a speaker, program coordinator or committee member?
- Does this individual willingly give her/his time to help at Chapter/Regional/International levels? If so, what responsibility has this individual completed in a professional and successful manner?
- Has this individual come up with suggestions that help make money for the Association at the Chapter/Regional/International level?
- Have they written or provided an article for the newsletter or R/W Magazine?
- Is this individual an IRWA Instructor?
- Does this individual participate in other organizations that benefit the community/nation? If so, in what capacity or in what manner?
- Does this individual present the professional image that the IRWA seeks to project to the public? In other words, does this person represent the association in a professional, friendly and selfless manner promoting and serving the association and the membership, rather than promoting themselves and how the association can serve/promote their own agenda/interests and goals?

### **Employer of the Year**

Does Employer:

- Encourage participation in IRWA at local, regional and/or international levels?
- Pay member dues, luncheons, courses, etc?
- Encourage participation by allowing time off (with pay) while members attend Chapter and Association functions?
- Encourage membership? Encourage participation by employees to serve on Committees and/or the Executive Board?
- Support the Association by donation, in dollars, by providing equipment, meeting rooms, etc?
- Recognize value of possessing the SR/WA designation? Increase pay, adding the designation to your business cards, allows signature usage to include SR/WA after your name, etc?

*Chris Banks, SR/WA,  
Nominations & Elections Chair*

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## PRESENTATION TITLE: SHORT SALES IN ARIZONA

Our Guest Speakers will be Gail Johnson and Lori Roberts

Gail will speak about short sales flips, the legality and title issues and Lori will speak on how to have a successful short sale closing and updates on what different lenders are requiring for a short sale approval.

### GAIL JOHNSON

**Escrow Operations Manager  
Empire West Title**

**Gail Johnson** started her career in 1968 with Arizona Title Insurance and Trust (now First American Title) as a receptionist/escrow secretary.

Thereafter she joined Minnesota Title working her way up over the years from Escrow Secretary to Commercial Escrow Officer and then in 1985 Escrow Department Manager.

In 2002 she joined Empire West Title formerly known as Westland Title Agency as Escrow Operations Manager .

As an industry veteran she had been active in many industry and civic organizations and is currently involved with Arizona Association of Realtors, Valley Partnership.

Gail is a member of the Arizona State Escrow Association and regularly attends the quarterly Escrow Administrator's luncheons. She has taught classes for ASEA on cancellation issues and now participates in our DFI Audit Class.

Gail's educational background includes completion of many real estate courses offered through the community colleges and the university.

She is an Arizona native who enjoys the lifestyle that living in Arizona makes possible.

Lori Roberts has worked with short sales from 1989 to present day. She has been very successful in helping real estate agents and sellers in the process of their short sale.

Reservation MUST be received on or before  
**5PM on November 5, 2010**

[http://www.irwachapter28.org/chapter\\_luncheons\\_rsvp.asp?date=11/09/2010](http://www.irwachapter28.org/chapter_luncheons_rsvp.asp?date=11/09/2010)

## IRWA EDUCATION CALENDAR

**November 4-5** - Course 700 -  
Introduction to Property/Asset  
Management

### 2011 COURSE SCHEDULE

*(All courses subject to change.)*

January - SR/WA Review Month

SR/WA : SR/WA Review Study  
Session - Francy - 1/(tba)

March - Property/Asset Management  
Month

703 : Real Property/Asset  
Management - Sholly - 3/28  
701 : Property/Asset Management:  
Leasing - Amos - 3/29 & 3/30

May - Real Estate Law Month

800 : Principles of Real Estate Law -  
Guzman - 5/(tba)  
801 : United States Land Titles -  
5/(tba)

July - Engineering Month

900 : Principles of Real Estate  
Engineering - 7/(tba)  
901 : Engineering Plan Development  
& Application - 7/(tba)

September - Education Seminar  
Month

600 : Environmental Awareness -  
9/(tba)  
802 : Legal Aspects of Easements -  
9/(tba)

November - Communications Month

200 : Principles of Real Estate  
Negotiations - 11/(tba)  
205 : Bargaining Negotiations - 11/(tba)