



Welcome Lexur!

We are pleased to announce that Lexur Appraisal Services, Dayton, Ohio, has joined TEAM Consulting LLC as a business partner. The following is a brief background on the company from their website, www.lexurappraisal.com:

Lexur Appraisal Services is a professional service company formed in 2005 to perform appraisal work for local government. Our principals have over 100 years of experience in the mass appraisal industry, and our appraisal staff has over 850 years of appraisal experience. Since its formation, Lexur has served over 1.4 million parcels. Lexur's services include:

- Reappraisal Services
- Virtual Data Verification (VDV)
- Annual Property Maintenance
- Statistical Valuations Updates
- Appraisal Consulting Services
- Market/Income Modeling

Our new Virtual Data Verification (VDV) solution uses the latest "cloud" technology to enable our experienced staff to verify a property's attributes without having to send an appraiser to the field. VDV

New 7-hour Uniform Standards of Professional Appraisal Practice (USPAP) Requirements

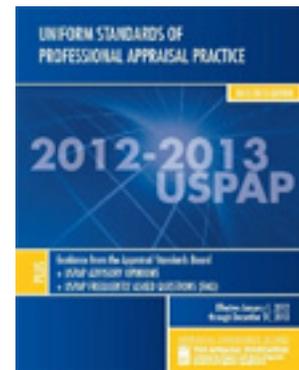
CAE, RES, AAS, and PPS

Designees: Effective Jan. 1, 2012, it will be mandatory for IAAO designees, except CMS holders, to complete at least two 7-hour Uniform Standards of Professional Appraisal Practice (USPAP) update courses during their five-year cycle. The 15-hour USPAP Course will no longer satisfy the USPAP recertification requirement for IAAO designees.

Approved courses are IAAO Workshop 191 and any Appraisal Foundation approved 7-hour National USPAP Update course. The National USPAP Update Course concentrates on the most recent changes to USPAP, common problem areas, and application of USPAP to real world situations. This course is appropriate for practicing appraisers who already have a baseline understanding of USPAP, but need to be apprised of recent developments and updates affecting their appraisal practice.

Also, effective Jan. 1, 2012, it will be mandatory for IAAO designees, except CMS holders, to

meets the IAAO standard (3.3.5) as an alternative to on-site inspections and is a true integration of jurisdictions' existing resources. Lexur is the industry leader in remote data verification services with over 1.1



New year brings new USPAP recertification requirements.

complete IAAO Workshop 171 (in class or online) during their five-year cycle.

CMS Designees—Within a five-year recertification cycle, it is mandatory for IAAO CMS designees to complete either the 7-hour IAAO Standards of Professional Practice and Ethics online supplement, the 7-hour IAAO 171 Standards of Professional Practice and Ethics course, or the IAAO one-day forum on Standard 6. ❖

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million parcels verified using remote data verification techniques. ❖

Lexur contact information:

Phone (888) 430-4495
sales@lexurappraisal.com

Math Tutorials Available

TEAM Consulting LLC offers several math tutorials designed specifically for those needing to refresh or strengthen their math skills prior to taking some of the weeklong core IAAO courses, i.e., IAAO 101, 102, 201, 300 and 112.

Written by Rick Stuart, CAE, the series of five tutorials includes:

- **Tutorial No. 1** has the most basic math and is preparatory for taking IAAO 101: Fundamentals of Real Property Appraisal.
- **Tutorial No. 2** repeats the appropriate math areas and then expands for IAAO 102: Income Approach to Valuation.
- **Tutorial No. 3** follows the same pattern and is designed for IAAO 201: Appraisal of Land.
- **Tutorial No. 4** is on statistics

and corresponds with IAAO 300: Fundamentals of Mass Appraisal.

■ **Tutorial No. 5** is for IAAO 112: Income Approach to Value (Contemporary Methods).

Each of the tutorials is broken into math sections that correspond with topics covered in the IAAO course work. The sections include definitions and simple examples of how the math could be used in our daily life and then how it applies to the appraisal practice. There are also memory tips, practice problems and, of course, the answers.

The cost of the math tutorials varies. There is a separate pricing schedule for individual use, a jurisdiction's use or for a state agency or state association. We also offer a discount for purchasing the entire set of five tutorials (when purchased at the same time). Once purchased,

Praise for TEAM's Math Tutorial

Rick: I hope all is well with you. I just wanted to say thanks for the Math Tutorial for the IAAO 102 course. It has really made the difference in learning and trying to learn.

—Raymond Mobley, Alachua Co., Fla.,
Property Appraiser's Office

the tutorials will be sent by email in PDF format by email.

Order your copy of the Math Tutorial Order Form today! Download the order form at: http://www.teamconsulting.cc/images/Math_Tutorial_Order_Form_2010.pdf.

NOTE: Although designed as self-study guides, the math tutorials have also been presented as one-day workshops. Please contact Rick Stuart, CAE, for more information. rstuart17@cox.net. ❖



Don't sweat the math!

Refresh your math skills before taking IAAO courses

TEAM Consulting, LLC, offers a series of math tutorials for those who want to refresh their math skills *before* taking the core courses of the International Association of Assessing Officers (IAAO).

Choose from five math tutorials, each corresponding to a specific IAAO course: IAAO 101, 102, 201, 300 or 112.

- ✓ Tutorials are emailed as pdfs that you can print or study on your computer—and at your own pace
- ✓ Easy-to-follow “everyday math” is applied to the IAAO course material
- ✓ Includes lots of examples and practice problems, plus helpful tips and memory tools

“After experiencing one course without using the math tutorial guide and two with, I would recommend taking advantage of the tutorial.”

—Tracy Miller,
Barton County, Kansas

Questions?
Email tutorial author and instructor Rick Stuart, CAE, at rstuart17@cox.net.
www.teamconsulting.cc/rickstuart.html

Don't stress, refresh! Order your tutorials today!

www.teamconsulting.cc/workshops/mathtutorials.html

See TEAM's website for more workshops and study guides, including the popular AAS Case Study Review.

TEAM Consulting LLC
Leaders in Property Assessment & Valuation
www.teamconsulting.cc

Getting to know the TEAM:



Rick Stuart, CAE

Some of my best memories are of riding and working with horses.

Rick Stuart, CAE

Known and Unknown

Rick's experience started in 1981 as an elected assessor in Missouri and an appointed appraiser in Kansas. As a senior IAAO instructor, Rick now teaches and develops courses and workshops on appraisal, public relations/customer service and management. Through his instruction, experience and formal education (B.S. in Accounting), he has assisted numerous individuals and jurisdictions with how to develop and improve staff, establish office procedures, and related issues on modeling and market valuations.

Rick holds the CAE (Certified Assessment Evaluator) designation from the International Association of Assessing Officers (IAAO) and has been the recipient of several IAAO awards, including the 2008 IAAO Instructor of the Year, 2005 Most Valuable Member, 2003 Public Information Program, and the 2003 Donehoo Essay Award.

Now, you can read all the above directly from the TEAM website, which I assume you are viewing monthly for updates and changes! Maybe a little expansion on some items and then maybe a couple of things you may not know about me.

I was actually the first elected Nodaway County assessor in Maryville, Mo. As the state was under court-mandated reappraisal, all counties were required to have one assessor as a large share of counties had township assessors. I was elected and replaced 15 township assessors. This was in November of 1981. Between the election date and the first of the year, my agenda was full: create a previously non-existing office, hire staff, mail personal property renditions, start reappraisal and graduate college. Glad I did that when I was younger!

Several times I have pondered updating my TEAM background information and my resume by changing "B.S." to Bachelor of Science because on multiple occasions, friends (?) have introduced me by saying, "Rick has a BS degree," then pausing so the audience can get in the appropriate laugh.

I thoroughly enjoy reading and travelling, which is appropriate for my line of work; but the one thing most people will not know about me is that I miss my horses. Raised on a farm, we also raised hogs (don't miss *them*) but always had from two to 50 horses also. My dad and uncle took great pride in buying horses barely broken to ride (green-broke), ones that had not been ridden for a long-time or never ridden, putting me on the horse without any saddle, and seeing how long I could ride. We broke and sold a large number of horses, rode the horse show circuit doing barrel racing and other timed events, and dreamed of owning a ranch in Texas raising horses and cattle. I have to admit, some of my best memories are of riding and working with horses.



A knee injury playing football in high school and multiple knee surgeries later, I can no longer ride. Maybe an artificial knee someday will get me back in the saddle. ❖

IAAO TEAM Members

Ever curious about the people who make up the TEAM? Learn more about each of our highly qualified consultants listed below on our website: <http://www.teamconsulting.cc/teamconsultants.html>.

There is a very good chance that you know or know of at least one person in this group! Contact information for each of our members is available on our website, so please let us know how we can be of service.

- Brent Bailey, ASA
- Kishin Bharwani
- Fred Chmura, AAS
- Ed Crapo, CFA, ASA, AAS
- Keith Cunningham, PhD
- Pete Davis
- George Donatello, CMS
- Lynn Gering
- Marion Johnson, CAE
- Dan Muthard
- Richard Norejko, CMS
- Henry Riley, CAE
- Pam Ringer
- Ron Schultz, CFA
- Rick Stuart, CAE
- Ken Voss, MAI, SRA, CAE

2012 Conference Calendar

June 10 – 13, 2012

North Central Regional Association of Assessing Officers (NCRAAO)
Kansas City, MO

June 17 – 20, 2012

Kansas County Appraiser's Association, Manhattan, KS

Sept. 9 – 12, 2012

International Association of Assessing Officers, Kansas City, MO

Aug. 25 – 28, 2013

International Association of Assessing Officers, Grand Rapids, MI

If you have a conference that you would like listed in the newsletter, please email the details to rstuart17@cox.net.

More Praise for AAS Case Study Review

Congratulations to new designee Bill Balthis, AAS, of Ohio! Bill is another in a growing list of successful AAS designees that used TEAM's Case Study Review. Indeed, the workshop has become a very popular item for those seeking their AAS designation, and endorsements for the workshop continue to come in, including those from Ken Joyner and J. Brent Weisner.

As the title suggests, the purpose of the workshop is to provide a review of materials and an understanding of the composition of a case study to help prepare for the AAS Case Study Exam. This is a guide emphasizing the most prevalent items to study for, although it cannot be all-inclusive of what may actually be on the exam. Topics discussed are:

- USPAP
- Rates and Levies
- Effective Tax Rates
- Economic Principles
- Property Definitions
- Ownerships and Rights
- Three Approaches to Value
- Attributes in an Effective Tax System, Role of the Assessor
- Ratio Studies
- Tax Policy

Included in the material are multiple problems associated with the assessment and valuation processes, and the workshop concludes with a four-hour case study exam followed by a review of the answers.

This is not an IAAO workshop but one developed by TEAM Consulting, LLC. To set-up the workshop, contact Rick Stuart at rstuart17@cox.net or by calling 785.259.1379 or you can use a local instructor to present the workshop. You can also order the complete workshop as a self-study guide by going to: http://www.teamconsulting.cc/images/AAS_Order_Form_2010.pdf ❖

I had received many inquiries from AAS candidates asking if I had any material that could help them in their pursuit of an AAS. Until this course was available my answer was always no. Now I can definitively tell them that there is a great course available to assist them. I plan to regularly offer this course and would recommend the same to other states or chapters with serious AAS candidates.
—Ken Joyner, RES, AAS

I successfully completed the AAS Case Study Exam this year after completing the Team Consulting LLC review course. I found the review course to be extremely valuable. The possible subject matter for the AAS exam is so broad that it was difficult to focus my preparation. The review course helped me to determine the areas where I needed to concentrate as well as giving me a great refresher course. The interaction with other candidates during and after the course was also very valuable to my success. I highly recommend that anyone who is planning to take the Case Study Exam, take the Case Study Review course first.
—J Brent Weisner, AAS

Upcoming TEAM Workshops

Several classes using TEAM workshop materials are on tap for 2012. Those open to enrollment (at this writing) appear below with the contact info.

January 24 – 26 Class:	Topeka, KS AAS Case Study Review	Cindy Brenner, kcaa@sbcglobal.net
February 20 – 22 Classes:	Camden, MO Valuation of Green Buildings Valuation of Self Storage Properties Valuation of Historic Buildings	Wendy Norwald, wnorwald@warrencountymmo.org
March 26 – 29 Classes:	Bloomington, IL Valuation of Low End & Difficult Residential Properties Unique Appraisal Problems Valuation of Lodging Properties Valuation of Self Storage Properties	Erica Larkin, planner@ipaionline.com
May 30 – 31 Classes:	Storm Lake, IA Valuation of Self Storage Properties Valuation of Low End & Difficult Residential Properties	John Lawson, jlawson@co.clay.ia.us
Aug. 28 – 30 Classes:	Topeka, KS Valuation of Self Storage Properties Valuation of High-End & Difficult Residential Properties Preparing & Presenting a Valuation Appeal	Cindy Brenner, kcaa@sbcglobal.net
Sept. 24 – 26 Classes:	Peoria, IL Valuation of Green Buildings Valuation of Low End & Difficult Residential Properties Valuation of Lodging Properties	Erica Larkin, planner@ipaionline.com

See all of the TEAM workshops at <http://www.teamconsulting.cc/workshops.html>. Not finding what you want? Contact Rick Stuart, CAE, about developing a workshop to meet your needs. rstuart17@cox.net



What is TEAM Consulting All About?

TEAM Consulting is a network of experienced “problem solvers” who can offer cost-effective and practical solutions to both large and small assessment jurisdictions. The core of **TEAM Consulting** is our vision, mission and values. These items are the key elements that guide **TEAM** in creating innovative solutions and partnerships that have the potential to change assessment administration and property valuation today and in the future.

Our Vision

TEAM's vision is two-fold. First, our vision for the future of assessment administration and property valuation is to help build systems that are technologically efficient, cost-effective and valuable to the publics who depend on them for information. Secondly, our vision for **TEAM** is to become a recognized leader who can make a difference in assessment administration and property valuation by creating a link to all parties involved in this process. Third, **TEAM** is a strong advocate of education and will create or assist in the creation of specialty designed educational workshops and courses.

Our Mission

“To enable the emergence of a new technology and innovative concepts and ideas to improve the performance of assessment administration and property valuation processes for the benefit of our customers and taxpayers who we all work for.”

Our Values

TEAM's values are central to who we are as individuals and as a team. Following are our primary values:

Respect – appreciating and valuing diverse perspectives; building relationships based on trust; and relating to others as individuals, without regard to role, authority, skill, experience or compensation.

Creativity – comes from thinking progressively and being open to the new concepts and ideas that have the potential to work better in the future and bring us closer to our mission.

Performance – takes many forms, but at its essence, this value reflects our desire for achievement, quality, professionalism and success.

Growth – comes out of education, learning from the examples of others and reflecting on our experiences in order to gain insights into how we can improve.

Purpose – knowing why we are doing something, which results in being more effective in our work. When we have purpose for our individual efforts that connects to the purpose of our group and corporate efforts, we have consistency of purpose as an organization.

Service – focusing on others rather than purely on us. Service drives our mission to create something that is of value to others.

Ethics – we subscribe to a code of ethics and the highest standards of our profession.

Check us out at www.teamconsulting.cc