National Association of Jewelry Appraisers PRESENTS

Baltimore, MD  August 11-14, 2018

50\textsuperscript{TH} ACE\textsuperscript{®} IT Mid Year Conference

The Lord Baltimore Hotel
20 West Baltimore St, Baltimore, MD 20201  t: 410.539.8400  res: 855.539.1928  lordbaltimorehotel.com

Friday, August 10 Examination and Review Session
10:00 AM - 12:00PM  Review
12:00 - 1:00 PM  Lunch on your own
1:00 PM - 5:00 PM  Certification Examination

SPECIAL EVENT  Friday, August 10
10:00 – 11: AM  Docent’s tour of the Walters Art Museum

Saturday, August 11, 2018

Jewelry Law and Order: Cases, Facts, and Everything In Between  Tiffany Stevens and Sara Yood
Town Hall Meeting  Dave Atlas, GIA GG
Compared to What?  Mark Cartwright, GIA GG
The Importance of Being Educated  Deborah Finleon, GIA GG
Present Day Gemological Equipment: Affordable Must-Haves to the Down-Right Outrageous  Travis Lejman, GIA GG

SPECIAL EVENT Saturday, August 11
7:05 PM  The Baltimore Orioles play the Boston Red Sox at Camden Yard Stadium

Sunday, August 12, 2018

You Have A Website, Now What?  Matthew Perosi
The Magic of Phenomenal Gems!  Anna Schumate, GIA GG
Tales from the Public Auctions of Famous Jewelry Collections  Tracy Sherman
Down to Earth Mineral Appraising  Dr. Çiğdem Lüle, GIA, GG, FGA
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Maker & Muse: Women and Early Twentieth Century Art Jewelry  Elyse Zorn Karlin

Monday, August 13

Estate Exotics: Gems of the People - Collectible Beads  Sindi Schloss, GIA GG
Identifying Whitby Jet from its Simulants  Rebecca Tucker
Vintage Watches: Collecting, Collection, and Collectors  Gary Lester, GIA GG
The 4 C’s of Tiffany’s  Lauren Kalman Abramowitz, GIA GG

Tuesday, August 14

“You Didn’t, Seriously? How does repair or alteration affect the value of a jewel?”  Duncan Parker, FGA, FCgmA
How To Spot and Price a Georgian Fake  Nicholle Mogavero, GIA GG
Amber, Poland’s Treasure  Denise Nelson, GIA GG
We’re back for another summer send off. This year we are setting Baltimore, MD on fire. The home of the Baltimore Ravens and the Baltimore Crabs! Get into this fantastic event not only is it the summer send off of the year but it is our 50th Anniversary conference. Come celebrate the Big Five O with us and gain a lot of education while you’re at it. What better way than doing it in a wonderful city. The conference will be held at the Lord Baltimore Hotel. The hotel is located in the downtown area of Baltimore, which means there is no limit to what you can do once the day has ended. There are pubs, bar & grille & steakhouses surrounding the hotel. As well as the hotel is equipped with two fully stocked bars. This modern interpretation of a classic hotel bar offers hand-crafted cocktails from small-batch distilleries, local Baltimore craft beer on tap, and a gastropub menu. They are opened late every night. You can also take full advantage of the fitness center when you have a little down time.

The summer in Baltimore is very exciting due to high demand of tourist to visit the piers, enjoy fresh seafood and shop till they drop. It is also a great place to high demand of tourist to visit the piers, enjoy fresh seafood and shop till they drop. It is also a great place to enjoy fresh seafood and shop till they drop. It is also a great place to do it in a wonderful city.

The Walter’s Art Museum, Baltimore Art and monuments to visit during your stay, such as the American Visionary Art Museum, and The Walters is a 10 minute walk from The Lord Baltimore Hotel. Lunch is on your own and a list of surrounding restaurants will be provided. Limited to 30 so reserve early!

**SPECIAL EVENT – Friday, August 10, 2018**
10:00 – 11: AM
Docent’s tour of the Walters Art Museum featuring the jewelry collection. The Walters is a 10 minute walk from The Lord Baltimore Hotel. Lunch is on your own and a list of surrounding restaurants will be provided. Limited to 30 so reserve early!

**Friday, August 10, 2018**

NAJA Certification Examination and Appraisal Studies Course Review Session
10:00 AM - 12:00PM - Review
12:00 - 1:00 PM - Lunch on your own
1:00 PM - 5:00 PM - Certification Examination

Are you planning to take the Certified Member Exam at conference this year? NAJA is now offering a two-hour pre-exam review session with the Chair of Education, Deborah Finleon. The first five lessons of the Appraisal Studies Course will be reviewed in outline format, with an opportunity for you to ask questions, get clarification, and discuss troublesome concepts in depth – all the same day as the exam is given.

This review offers a chance to interact with your fellow-members and hear the course material presented in a classroom setting, highlighting the major topics.

**Saturday, August 11, 2018**

Jewelry Law and Order: Cases, Facts, and Everything In Between
“In the jewelry mediation system, the issues are presented by two separate yet equally important groups: the jewelers that provide the jewelry, and the consumers who make purchases. These are their stories.” Come hear Tiffany Stevens, JVC President & CEO, and Sara Yood, JVC Senior Counsel, discuss cases straight from the JVC’s mediation program and how their lessons can be adopted by appraisers. Tiffany and Sara will discuss three real JVC mediation cases at length, and pepper in tips on how to handle conflict and defuse situations, what to include in contracts, how to work with grading laboratories, and other issues that are important for appraisers to understand. Come armed with questions, your thorniest cases, and your best imitation of the Law & Order “chung chung” noise!
Tiffany Stevens is the President and CEO of the JVC. She began her career as an attorney Paul Hastings LLP, later moving to an in-house role in investment banking and then a business role at a startup. She has held leadership & legal positions at nonprofits and foundations dedicated to public health, the environment, education and the arts.
Sara Yood, Senior Counsel at the Jewelers Vigilance Committee (JVC), is an attorney admitted in the state of New York with extensive experience in intellectual property law. Sara’s responsibilities at JVC include anti-money laundering compliance, trademark monitoring, trademark litigation, advertising monitoring, creating legal compliance tools and publications, and general legal strategy. She has developed an additional expertise in U.S. and international laws concerning the importation and exportation of animal materials used in jewelry, and has authored multiple JVC publications illustrating the laws surrounding the jewelry industry.

**Town Hall Meeting**
- What are your concerns? What do you worry about?
- Is the market shrinking or do we need to focus on adjusting our services to meet the current needs of today’s jewelry owners?
- What are your responsibilities?
- What can NAJA provide to help you succeed beyond educational conferences?

1. Do you have the right equipment in your lab? What NAJA is doing on this subject? Do you agree or have concerns? An explanation of The PL-Inspector tool by Gemetrix and the SmartPro Screen 1 tool. Use in the field and getting a sample to be sure your digital tools are working.
2. The issue of so many members who pay dues, but do not attend conferences, do not appear to be keeping current with expectations and regulations, do the bare minimum for the mutual benefit of all members. Don’t become one of them!
3. An impressive and honest list of issues developed and submitted to us for review by a member. We will go over some of the thoughts offered. My response to it. How would you have responded? Looking at consequences and appearances before making important decisions. Looking at this on a large scale and also looking at this issue one small jewelry item at a time.
4. Announcement of success in solving a long-term ethics complaint NAJA has had with a firm claiming an NAJA member supervised their appraisals, when it has been years since this was true.
5. The value to all of us when you submit an unsatisfactory member’s appraisal for review. The way we react. The encouragement we provide along with the tools to make changes. The benefits to everyone.

**Dave Atlas, GIA GG,** began in the jewelry business in 1967 with his father in the family firm created in 1988 by his grandfather, the original David Atlas. Dave worked at the bench for a number of years and migrated into manufacturing, gem buying, designing and then into appraising. In the course of this training he became a GG (GIA), 20 year CG (AGS), MGA (AGA), Member (ISA), Senior Member (ASA) and International Chairman of ASA Gems & Jewelry, Ethics Chair AGA. He is currently a Certified Senior Member and Chair of Ethical Issues and Associate Director of NAJA. He is an active as a consumer advocate on PriceScope.com.

**Compared to What?**
We’ll take a quick dip into the murky waters of the “sales comparison approach to value” and explore the key elements of how to find, recognize and “adjust” those mythical beasts called “comps.” I hope to provide a base of understanding of the underlying concepts and techniques that appraisers can take back to their practices that will make them more comfortable and confident in their ability to apply this value approach that is fundamental to every appraiser whose practice goes beyond “insurance appraisals”. We’ll look at how these concepts can make us better appraisers even when using the “cost approach to value” when providing a replacement value insurance appraisal. And we’ll even play the always exciting “Compared to
What?" game where we get to shout at each other and still not win any prizes!

Mark Cartwright, GIA GG, I began life as a very young, small child; now, as a much older and much larger child I continue to find wonder and joy in discovering and learning as much as I can about as many things as I can. I’ve been fascinated by rocks, minerals, gems & jewelry for as long as I can remember, began cutting gemstones at age 12 and have explored many different areas of the gems & jewelry world including being owner of a small trade-shop, gem dealer, goldsmith, jewelry store owner, Spectrum Award winning jewelry designer and for the last 17+ years the owner/operator of an independent gemological laboratory. I’ve earned the highest appraisal designations of ISA, ASA, NAJA, and AGS; not because I think having initials after my name matters, but because I have a thirst for knowledge and understanding and I don’t believe that any single organization has all the answers. I’m also a co-developer and co-instructor for the ASA “Appraising Gems & Jewelry for Advanced Assignments” Class.

The Importance of Being Educated
Everyone understands that they should be keeping up with the latest developments in our industry, the newest gem treatments and the most current appraisal methodology. But actually committing to continuing education poses huge challenges for the busy appraiser, both financial and scheduling. With the influx of synthetic and treated diamonds and new gemstone “enhancements,” education is more important than ever before, and failure to keep up can ruin your reputation and your business. Just as with personal property appraisal credentialing, we are in charge of our own learning. This session will cover strategies for staying up-to-date, best practices for professional development, and resources (from free to costly) for maintaining a broad knowledge base. No matter our current level of expertise, we’re all beginners when it comes to the latest developments. Plus, stay tuned for an exciting announcement!

Deborah Finleon, GIA GG, has over fifteen years of experience in the jewelry industry, ranging from design to retail to appraisal. Her work as an independent appraiser spans countless assignments for both retail and private clients, as well as attorneys, estates, and consulting. Her firm, DJF Appraisal Services, was founded in 2010, serving the Washington DC metro area, Virginia, and Maryland. Along with Gail Brett Levine and David Atlas, Deborah fully updated and revised the NAJA Appraisal Studies Course in 2015. Deborah is a Graduate Gemologist, Certified Master Appraiser, Associate Director of NAJA, and the Chair of Education.

Present Day Gemological Equipment: Affordable Must-Haves to the Down-Right Outrageous
In this presentation, Travis will go over some key pieces of equipment that appraisers should have or may find beneficial to their business, as well as provide some reviews on some equipment that a boutique laboratory (such as his own) may utilize on a day to day basis. Additionally, Travis will talk about some of the more advanced instrumentation that may exceed both the knowledge and the financial means of the average appraiser and/or small laboratory, as well as discuss some of applications this equipment is used for in highly funded universities and gemological laboratories.

Travis Lejman, GIA GG, has been in the industry for 20 years. He is the second generation in his family and has recently taken over & continues to grow the company his father started in 1979. After receiving his BSc. from Stony Brook University in 2005, Travis continued on to graduate with his G.G. in 2006 from GIA New York’s residency program, and later going on to receive his F.G.A. accreditation from Gem-A in 2013. Over the last 6 years, Travis and his business partner, Joshua Lents, have added new advanced testing capabilities to their laboratory division.

SPECIAL EVENT – Saturday night, 7:05 PM
The Baltimore Orioles play the Boston Red Sox at Camden Yard Stadium. The stadium is within a 10-12 minute walking distance from The Lord Baltimore. Limited to 20. Reserve early!

Sunday, August 12, 2018
You Have A Website, Now What?
Ignoring your website once it’s set up might be the biggest faux pas in modern marketing. Consumers use smart phones more than ever, and that technology drives the need for frequent website usability, optimization, and speed improvements. Customers also expect your website to have friendly and useful features that will make their experience worthwhile. It doesn’t matter how good your website looks because they will forget about you tomorrow if there’s no reason for them to ever come back. This 90 minute seminar will include suggestions for how to improve your website and how to apply basic search engine optimization. We’ll also walk through the steps
PRESENTERS

for setting up your Google Ad Words Express account and how to set your monthly advertising spend.

Matthew Perosi has brought more than 20 years of internet experience and formative good ideas/bad ideas on his national tours of seminars, expos, and events. Since 2010, he’s gone forward with a singular mission—to provide comprehensive and straightforward information about the internet and how jewelry professionals can use it correctly. Passionate for an industry that still fears, ignores, or is misled by internet marketing trends and methods, Matthew has traveled coast to coast and beyond, to ensure that it can be done, and it’s not something you need to be afraid of, or can put off. Matthew holds certifications as a Google Trusted Photographer, Google City Partner, U.S. Government SCORE Certified Business Coach. He is the Chief Thinker of Sapphire Collaborative, a specialty marketing agency which implements and teaches jewelers the latest website and marketing technologies.

The Magic of Phenomenal Gems!

This presentation is a grand tour through the world of phenomenal gems. We will discuss eye-visible effects like asterism, color-change, play of color, adularescence and more. Find out what causes these effects and how you can wow your customers and clients with their magic!

Anna Schumate, GIA GG, is a Diamond Grader Specialist and Trainer at the Gemological Institute of America. When she is not grading diamonds and teaching others to grade diamonds, she enjoys studying and collecting minerals and other gemstones. She is currently Vice President of the New York Mineralogical Club.

Tales from the Public Auctions of Famous Jewelry Collections

Having been involved in the auctions of Jackie O, Duchess of Windsor, Mrs. Harry Winston, the truth is stranger than fiction. Who were the mysterious under bidders? How much is provenance worth? How much does marketing make a difference to the sale prices versus one year later, or five years later. Do people outlive their fame?

Tracy Sherman, was working toward a BA in Art History at SUNY Buffalo before she was given an opportunity to start her career in jewelry at Sotheby’s in NYC. Over 22 years, Tracy developed her expertise in jewelry while heading various departments. As an auctioneer, she proudly auctioned the estates of Elia Fitzgerald and George Burns among others, and was an integral player for the jewelry in auctions for the Duchess of Windsor, Andy Warhol and Jackie Kennedy Onassis while at Sotheby’s. Tracy left Sotheby’s to open her own jewelry brokerage business and do what she loves — helping clients refine their collections by adding to them or selling their unworn or unwanted pieces. Among her accomplishment, she spearheaded the sale of the estate of Marge Kelly’s jewelry collection at public auction for $8 million.

Down to Earth Mineral Appraising

Gemstone appraisal requires a certain level of expertise once faced with rare examples but still limited to approximately 100 gems. However, there are thousands of minerals in nature and non-destructive identification of them is a big challenge. Minerals specimens are beautiful, exciting, and highly collectable yet they can be complicated to understand while purchasing, collecting, most importantly appraising. An independent expert should be consulted for identification of mineral specimens, especially for large and rare examples. The speaker will explain the importance of mineralogical knowledge and discuss the value factors in mineral appraising.

Dr. Çiğdem Lüle, GIA, GG, FGA, is a mineralogist and a research gemologist. She is the founder of Kybele (pronounced kee-beh-leh) LLC, a U.S. based firm specializing in gemological research and training. The company was founded in 2014 to provide individually tailored gemological education and to support archaeogemological research. Dr. Lüle also offers unique and personalized services in authentication, pre and post purchase/sale consultation as well as fine gemstone and mineral appraisal services for insurance, estate planning and donation.

Is It Jade? Or Is It Pseudojade?

Few gemstones are imitated as often and as deceptively as jade. Hoffman’s presentation will briefly review the characteristics of true jade, both nephrite and jadeite, and then focus on the many look-alikes, treatments, and alterations. He will explain a few simple tests to defend yourself against fake jade, using equipment you already have.

Eric Hoffman is an aerospace engineer who spent his career at the Johns Hopkins Applied Physics Laboratory and retired as Chief Engineer of the Space Department. He has been studying, collecting, and selling Asian arts and antiques, with a focus on jades and snuff bottles, for over 40 years. He is jade consultant to the Chinese Cultural Relics Association and a contributing editor to Adornment Magazine on Asian subjects. He is a member of the worldwide organization Friends of Jade and the Association for the Study of Jewelry and Related Arts and has written many articles and reviews on the subject of jade. Hoffman has lectured on jade for the GIA Alumni Associations in New York and Washington, the Washington and Baltimore Bead Societies, the Chinese Cultural Relics Association, and for other organizations. He was the consultant for the exhibition “Out of this World! Jewelry in the Space Age” which was at The Forbes Galleries, New York City and will be traveling to other venues in 2015 and beyond.

Maker & Muse: Women and Early Twentieth Century Art Jewelry

At the Richard H. Driehaus Museum in Chicago in 2015 and will travel to the Flager Museum in Palm Beach, FL and other venues in 2019. The exhibition featured more than two hundred and fifty pieces of jewelry created in the early decades of the twentieth century. During this vibrant period, jewelry makers in the world’s centers of design created audacious new styles in response to the growing industrialization of the world and the changing role of women in society. Their “alternative” designs—boldly artistic, exquisitely detailed, hand wrought, and inspired by nature—became known as art jewelry.


Monday, August 13, 2018

Estate Exotics: Gems of the People - Collectible Beads

Beads have accompanied humans since we lived in caves. They are considered to be the first form of jewelry and archaeological indicators of when we became “modern man”. So significant are beads, that most cultures throughout history have used and continue to use beads to convey meaning and value, making them valuable heirloom items and highly collectible. Historic trade and modern day travelers have acquired treasures from near and far, which eventually cross our desks. As prices for older beads increase annually, beads have skyrocketed into collectible status. Factors which help us to identify, categorize and determine value for collectible beads will be discussed, as well as helpful identifying conditions which make some beads more expensive than others. Bring your loupe.

Sindi Schloss, GIA GG, is owner and operator of her own firm, International Gemological Services, providing jewelry appraisals, a gemstone testing laboratory and a school of gemology. As past chair of exhibitions of The Bead Museum in Arizona, she curated and installed many exhibitions on global jewelry and adornment. Her newly released and invaluable reference book Beads: A Reference and Price Guide will be available for purchase.
Identifying Whitby Jet from its Simulants

It can truly be said that Whitby jet became one of the biggest fashion phenomenons of the 19th century. Crinoline clad Victorian ladies would bedeck themselves in highly decorative collections of bold, black, jet jewellery, made popular by their monarch Queen Victoria. With this surge in popularity, came cheaper alternatives such as vulcanite, French jet and horn, all manufactured to look as similar to the real thing as possible. Today, antique Whitby jet is once again growing in popularity and increasing in value, but how do we know real jet from its cheaper counterparts? This enjoyable and fascinating workshop will teach you quick and easy methods of identification and equip you with the skills and knowledge needed to not just verify what really is jet, but to also establish the identity of all of its simulants as well.

Rebecca Tucker studied jewellery and silversmithing at Birmingham School of Jewellery, before joining award winning company C.W. Sellors, a jewellery manufacturer. Rebecca relocated to the beautiful seaside town of Whitby, North Yorkshire, home to the company’s Yorkshire brand W. Hamond, The Original Whitby Jet Shop. Her position was to re-establish W. Hamond’s first workshop in Whitby since the late 19th century. From a young age, Rebecca has had a passion for antique jewellery and in particular the Whitby Jet. Her eager and dedicated research as well as her fortunate position within the heart of Whitby’s Jet industry has meant she has become a leading authority on the subject, a title which has seen her appear within the heart of Whitby’s Jet industry has meant she has become a leading authority on the subject, a title which has seen her appear as an expert and TV documentary panelist as well as a regular conference and after dinner speaker and lecturer around the U.K. and the U.S.A. Rebecca is now curator for the newly opened Museum of Whitby Jet.

Vintage Watches: Collecting, Collection, and Collectors

Watch collecting seemed to be going away, yet collecting is now taken on a new life in surprising ways and surprising demographics. How is the new wave of collecting affecting values of watches long thought to be worthless. Also, some updates of the current industry news.

Gary Lester, GIA GG, spent many years running a repair shop which included a jeweler and two watchmakers. He was in charge of giving estimates and overseeing quality control. He also was the watch buyer and manager of several watch departments. During all that he studied for his GG. He is a Certified Senior Member of the NAJA as well as a member of the NAWCC (National Association of Watch and Clock Collectors).

The 4 C’s of Tiffany’s

Who were the colorful characters who got TCO and where they are today? Who are the challenging legends of the past and present? What creates a Tiffany novelty? What are some crazy facts that you know about? These and other credible information will be presented as well as book raffles. All you need is your glasses.

Lauren Kalman Abramowitz, GIA GG, is originally from New York and has resided in Phoenix Arizona for the past 20 years. This is the third year in a row presenting for NAJA and is an expert on Tiffany & Company. Lauren worked for Tiffany & Company for almost 10 years and held various positions including assistant store manager of the Tucson Arizona location. Lauren was an award winning employee. She earned her Graduate Gemology diploma in 2008 and Graduate Pearls diploma in 2009. Lauren also holds degrees from the Fashion Institute of Technology, the State University of New York at Albany and her Masters in Science from Long Island University. In 2016, Lauren became one of the first 100 individuals to complete the Certified Pearl Specialist program with the Cultured Pearl Association of America. In 2016, she was awarded a scholarship from the Appraisal Foundation for Education. She has given presentations for multiple GIA Alumni Association chapters and has had her own LLC Appraisal Company for five years.

Tuesday, August 14, 2018

“Did you Really? How does repair or alteration affect the value of a jewel?”

We will explore the identification, and effect on value, of changes, amendments, alterations, and repairs to jewels. How do we recognize alterations? How does a repair affect value? Will adding or removing elements increase or reduce value? Is there a difference between repaired or altered jewels if the jewels are signed or unsigned? In vintage jewels, alterations may affect value, if so, how much? Are there some jewels that should never be touched? Are some alterations of no consequence? This presentation will use images to explain the subject. Pertinent images with notes will be provided to participants in a handout to assist in recognizing repair and alteration of jewels.

Duncan Parker, FGA, FGCMa, has been a jewellery specialist for 30 years. He is vice president at Dupuis Fine Jewellery Auctioneers. He is vice president of The Canadian Gemmological Association, and he is on the board of the Canadian Jewellers Association. Past President of Jewellers Vigilance Canada, Duncan chaired the committees that prepared Canada’s Jewellery Appraisal Guidelines, and the Guidelines with Respect to the Sale and Marketing of Diamonds, Coloured Gems, and Pearls. He also worked with the Northwest Territories Government in preparation of the training programs for diamond workers. He has also written and taught gemmology, valuation, and jewellery history programs at the Canadian Gemmological Association, George Brown College and at the Life Institute at Ryerson University. He is also a regular columnist on jewellery history and appraising subjects for several journals.

How To Spot and Price a Georgian Fake

The do’s and don’ts of simple step by step authentications and pricing.

The do’s and don’ts of simple step by step authentications and pricing. In the antique jewelry universe, there’s nothing hotter than Georgian jewelry. With that popularity and soaring prices, comes the fakes and reproductions fooling the experts daily. How do you protect your customers and your reputations as jewelry appraisers? Would you know a fake if it landed on your desk? I’ll show you what to look for, give you the tell-tale signs and supply you with a step by step guide to safeguard your status as the expert and show you exactly how to price originals and their reproduction counterparts.

Nicholle Mogavero, GIA GG, is a veteran of the jewelry business since 1999. She is a GIA Graduate Gemologist and appraiser who specializes in antique jewelry. She is a jewelry historian with extensive training by the Antique Jewelry Symposium and private experts throughout the country. She has a penchant for the Georgian era with an emphasis on authentication. Nicholle is a member of the GIA Alumni and a member of the Women’s Jewelry Association. She writes a blog on gemology and antique jewelry called Jewelry Nerd. She currently works as an estate jewelry appraiser and buyer.

Amber, Poland’s Treasure

The story of the why, how, what and where of Amber’s origins, its history and its use as one of the few organic gems in jewelry. An inside look at the most amazing collection of Amber and practical information complete this travel adventure. sharing her adventures to Poland’s famous Baltic amber sites and the Wieliczka Salt Mine. The speaker will bring specimens acquired during her trip and attendees are invited to bring personal examples of Polish amber and/or wear amber jewelry. Classified an organic gemstone, amber is fossilized tree resin and has been appreciated for its beauty and range of colors (white, yellow, golden, orange, red, blue, green and black) since Neolithic times. Nelson will share her photos of this amazing place. Nelson designs, imports and sells fine gems, pearls and jewelry. Her extensive travels keep her well informed on new trends, treatments and discoveries.

Denise Nelson, GIA GG, is an appraiser and she started her business, Inner Circle Fine Jewelry, over 20 years ago. She travels regularly to mines, tradeshows and conferences world-wide and has a keen interest in jewelry history and minerals. She is an active member of several trade-related clubs and organizations, like the National Association of Jewelry Appraisers (NAJA) and the Gemmological Association of Great Britain (Gem-A). GIA recently presented her with an Alumni Leadership Award for her work as the Ambassador of their Washington DC Alumni Chapter. Her love of photography and education is reflected in each of the more than 60 talks she has presented nationwide on various gem, jewelry and mineral-related topics.
Hotel Reservations
Reserve accommodations at the Lord Baltimore hotel by calling reservations at 855.539.1928 by July 15, 2018, and mention that you will be attending The NAJA Conference using the group code 1808JEWELR to receive the special daily rate of $129 (standard/double). You can also make reservations online at http://www.lordbaltimorehotel.com using the same code.

This courtesy rate is extended three days before and three days after the conference. Reservations made after July 15th will be handled on a space available basis and special rates cannot be guaranteed.

Travel Arrangements
Arrive at Baltimore Washington International Airport (BWI). The easiest way to the hotel is a light rail for $1.60 that lets you off at University of Maryland/Baltimore Street for The Lord Baltimore Hotel. You also have the option to take either an Uber or Lyft for approximately $25.

What to Bring
Casual business attire
Loupe - because you don’t leave home without it
Other specific equipment/tools will be suggested in your confirmation letter

Continuing Education Points
Attendance at this conference garners four (4) continuing education points. You will be given official attendance recognition.

Tax Deductible
Treasury Regulation 1.162-5 permits an income tax deduction for educational expenses to improve or maintain professional skills (registration fees, travel and a portion of meals and lodging are included). https://www.irs.gov/forms-pubs/form-1098-t-tuition-statement

On-Site Registration Hours
Participants may pick up their conference notebook and name tag in NAJA’s exhibit space in the Calvert Foyer, starting Friday, August 10th noon to 5 PM. Saturday, August 11th registration continues from 7:00 to 8:00 AM.
Call    718-896-1536  
Email  naja.appraisers@netzero.net  
Mail:    The National Association of Jewelry Appraisers  
P.O. Box 18, Rego Park NY 11374-0018

Name

Preferred name on badge

Company Name

Address

City, State, Zip

Daytime Phone  
Fax

Email

Color Vision Testing  $45  
August 12, Sunday only  
Limited to 19

August 10, Friday Only  
Certification Review  $50  
Certification Test  $50  
Docent's Tour of the Walters Art Museum  $10  
Only 30 tickets available

August 11, Saturday Night Only  
Baltimore Orioles vs. Boston Red Sox  
Only 20 tickets available  $40 each

August 13th, Monday Night  
Members Party (included in your conference registration)  
I plan to attend  
Guests: $50 per person

Total: $ ____________________

Cancellation Policy:  
Your registration fee will be refunded 100% if your written cancellation is received by July 15, 2018. There will be a service charge of $125 for cancellations after July 15, 2018.

Payment Options:  
Make your check payable to NAJA  
Check # _______  $ _______

Click here to pay via PayPal (office@najaappraisers.com)

Visa  
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In the amount of $ ____________________

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Register