



NAJA'S 60TH ANNUAL ACE@IT MID-YEAR EDUCATION CONFERENCE

Hotel Reservations

Reserve accommodations at The Hilton Providence by reserving at booking thru their link: <https://group.hilton.com/puanjw> created special for NAJA by July 12, 2023. The NAJA Conference using the group code link will receive the special daily rate of \$179 (standard/double). The Hilton Providence is located at 21 Atwells Avenue Providence RI 02903.

This courtesy rate is extended three days before and three days after the conference. Reservations made after July 12th will be handled on a space available basis and special rates cannot be guaranteed.

Even though it shows it on the reservation form, you will not be able to make your reservations using Hilton Honors points. However, you can **earn** Hilton Honors points for your reservations at check-in. Hilton does not allow paying with points on a group reservation.

Travel Arrangements

Arrive at either T. F. Green International Airport in Warwick or Amtrak in Providence. The easiest way to The Hilton Providence Hotel is an Uber or Lyft.

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 2 weeks before the conference.

Continuing Education Points

Attendance at this conference garners two (2) continuing education points (16 hours). 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 folder and name tag in NAJA's exhibit space at The Hilton Providence, Ballroom on Friday, August 11th starting at 4:00 PM.

Saturday August 12, 2023

8:30 AM Carving out a Space: Cameos, Intaglios, Enamel, and Micromosaic • Duncan Parker, FGA

Jewellery design is in a constant state of change. Everything old is new again. The strong interest in antique jewels provides inspiration for the modern designer. Cameos, intaglios, micromosaic, and enamels have a long history, and most are still produced today. We will explore the background of these jewellery and gemstone methods, and how their nature and value translate into today's jewels.

9:30 AM Pricing and Valuation of Lab Diamonds - What is Retail is this Crazy Market? • David Atlas, GIA GG

Some current comparison of lab diamond prices with mined diamond prices. Does it depend on the seller and their style of retailing? Is the consumer making good choices? Where does the appraiser get an understanding of the appropriate retail value for replacement which fits the consumer?

10:45 AM Symbolism in Global Jewelry • Sindi Schloss, GIA GG

The presentation covers the basic symbols, their use in jewelry and geographic overview, helping appraisers to identify cultural jewelry and culture influences. The goal is to fascinate, inspire and create greater awareness of all jewelry: ancient, vintage, contemporary, and ethnic.

1:45 PM Education Motivation • Deborah Finleon, GIA GG

Any professional appraiser understands the importance of primary and continuing education. Theoretically, we already know what we should and could be doing to obtain, maintain, and update knowledge. But are we actually doing those things? How can we continue to drive learning and increase our engagement efficiently and effectively? What are the most important channels for us to monitor to stay on top of significant issues in our profession? How can we achieve and sustain a high level of motivation for education and development? Let's get motivated to get educated!

3:00 PM The Fair Market for Diamonds • Michael Goldstein

We will have a discussion on the market for secondhand diamonds. The process for selling and evaluating them.

4:00 PM An Insider's Approach to Diamond Grading • Gary Roskin, FGA

Join Gary for this fascinating presentation as he guides attendees through an insider's approach to diamond grading. Gain insights into a process that Gary refined during his years of practical experience as a diamond grader in leading gemological laboratories to achieve consistency when grading diamonds in the laboratory environment. Borderline calls, out of sight/out of mind internal characteristics, grade setters and subtle features that can separate the most appropriate call from the hastily decided one. Gary will discuss all these and more with one aim in mind, which is to help you improve your diamond grading technique.

Sunday, August 13, 2023

8:30 AM From Appraiser to Influencer: Growing Your Following with Authentic Storytelling • Chris Boehner, GIA GG

Every social media platform is competing for fresh and interesting content that keeps followers engaged and on their platforms. This is great news for appraisers as we have an inherently fascinating job!

In this session, you'll learn the techniques Chris James used to grow from 300 Instagram followers to 100k+ followers in under three months. We'll also review other popular jewelry influencer accounts and analyze their storytelling approach

and style. By the end of this session, you'll walk away with the knowledge of how you too can go viral on social media. It's easier than you might think!

9:30 AM Current Jewelry Trends in the Auction Market • Kaitlin Shinnick, GIA GG

This talk with focus on the current auction trends observed from the specialized areas of jewelry, including 19th and early 20th century jewelry, gemstones and American jewelry, for which the Skinner Bonhams Boston location is highly regarded.

10:45 AM IRS Appraisal Rules for Charitable • Karin Gross, Special Counsel, IRS

Review of definitions of qualified appraisal and appraiser; forms 8283, education and experience requirements for appraisers, USPAP, recent court cases, when is an appraisal not required.

1:45 PM The Valuable Role of Appraisers & Appraisals in Jewelry-Industry Mediations • Sally Winters, Esq.

In this talk, Ms. Winters will discuss how mediation works, the jewelry-industry specific Mediation Program at JVC, different types of jewelry-industry mediations, and the important role appraisers play in the process of resolving disputes.

3:00 PM Trends in the Auction Market—Colored Stones, Diamonds, Designers, Time Periods • Jessica Dubroc, GIA GG

Highlights and surprises from the Heritage May 8th Signature auction (private collections: Property of a Southern Collection, Property from the Collection of a West Coast and Midwest Lady, The Edgehill Collection), plus other houses' spring auctions. Ruby, Emerald (Colombian/Zambian), Sapphires, Paraiba Tourmaline, alexandrite. Colorless diamonds, colored diamonds. Bvlgari, VCA, Verdura, Cartier. Retro, Art Deco.

4:00 PM Tourmaline: Supply Demand and Pricing • Stuart Robertson, GIA GG

This presentation will focus on the current market for the gemologically important tourmaline varieties. Principally, our discussion will explore the value determinants and pricing of Red, Pink, Teal, Green and Blue tourmaline. We will also take a look at current supply and demand, as well as highlight the key origins that appraisers should keep in mind when researching tourmaline prices in the market. The presentation will conclude with a few words of caution regarding how the rise of the collectors' market is influencing pricing in the wholesale and retail market.

Monday, August 14, 2023

Optional – NOT included in Conference.

USPAP 7 Hour • Leon Castner

The 7 HR USPAP class is a requirement for all personal property appraisers who are members of recognized appraisal organizations. It provides a 2-year update of USPAP standards and presents current issues that affect us on a daily basis. The current edition explores appraisal bias and discrimination. There is no examination and much of the class is spent in workshop type break-out sessions. Leon will provide examples from the world of gems and jewelry and give us an indication of what is coming in the next USPAP, scheduled to go into effect on January 1, 2024.