

NAJA's 62nd Annual Mid-Year ACE®It Education Conference

Rosemont, IL

August 10–12, 2024

The National Association of Jewelry Appraisers returns to Chicago for its 62nd ACE®It Conference on August 10 – 12, 2024.

- Optional Saturday Program
- Color Vision Testing
- Special Project – Researching the Show

Hotel Reservations

Make your hotel reservations at:
Hilton Rosemont/Chicago O'Hare
5550 North River Road
Rosemont IL 60018
847.678.4488

\$189 per night – The InStore Show Special Rate
Deadline for the special rate is July 15th.

Special Event

Heritage Auctions invites all attendees to attend Baubles & Bubbly – Bids & Bites, on Sunday night, August 11th, 6 – 7:30 PM. Transportation provided. Sip and nibble with a mock auction and a viewing of gorgeous gems.

Optional Saturday Workshop

Decoding the Intangible Value Factors of Colored Stones with Cigdem Lule, FGA

Two 3-hour sessions are offered.

What to Bring

Comfortable professional casual wear. Bring your loupe, pen light, spectroscope & tweezers.

Program is subject to change!

Location

Donald E. Stephens Convention Center
Conference Room – Room 44
5555 North River Road
Rosemont IL 60018

Schedule

August 11 - Sunday

- 7:30 AM **Registration, Sponsors Exhibits, & Books**
- 8:00 AM **Welcome and Conference Notes**
- 8:30 AM **Fakes, Counterfeits, Frauds, and Misrepresentation**
Duncan Parker, FGA
- 9:30 AM **NAJA's Report Writing Standards: A Usage Guide**
Deborah Finleon, GIA GG
- 11:00 AM **The Cost Approach: A Basic Tool**
Dave Atlas, GIA GG
- 1:30 PM **Watching the Market: Current Trends in the Watch Industry** *Reginald Brack*
- 3 PM **A Practical Approach to Building a Pricing Database During Trade Shows**
Stuart Robertson, GIA GG
- 3:30 to 5:00 PM **Research at the InStore Show**

August 12 - Monday

- 7:30 AM **Registration, Sponsors Exhibits & Books**
- 8:00 AM **Conference Notes & Updates**
- 8:30 AM **Power Search Tips: Finding and Refining the Best Comps**
Jessica DuBroc, GIA GG & Gina D'Onofrio, FGAA
- 9:30 AM **Deaccessioning a Collection: Preparing Your Client for Success**
Vera Prather, GIA GG & Ana Wroblaski, GIA GG
- 11:00 AM **Driehaus Museum: A Jewel Box of a Museum** *Lisa Key*
- 1:30 PM **Review of Ethical Standards and Their Application in Our Daily Practices**
Steve Turner, GIA GG
- 3:00 PM **Appraisal Software Solutions: Exploring Their Use, Benefits and Limits**
Panelists – Raphael Boivin, Richard Drucker, GIA GG & Thom Underwood, GIA GG
Moderators – Lance Nygaard, GIA GG & Stuart Robertson, GIA GG
- 4:30 PM **Research Results** *Stuart Robertson, GIA GG*



Fakes, Counterfeits, Frauds, and Misrepresentations Duncan Parker, FGA

When we appraise, we all see items that have been misrepresented to our clients. This presentation will look at fakes, worrisome to amusing counterfeits, and items that are misrepresented, based on either identity or value. We will discuss whether an appraiser might refuse to appraise or include limiting conditions, and how we might present the (possibly) bad news to the owner of the item. What is the value of a counterfeit?

NAJA's Report Writing Standards: A Usage Guide Deborah Finleon, GIA GG

The Report Writing Standards are the backbone of an appraiser's work product and provide a clear outline of how to write an NAJA- and USPAP-compliant report. But is it that straightforward? Is it enough to simply follow the guidelines? Is deviation ever acceptable? This presentation will review the key elements of the Standards and illuminate some of the less well-understood, but essential, "whys" behind this foundational document. We will examine the requirements as they relate to USPAP's guidance. We will also review the coming updates and explain the reasons for their adoption.

Watching the Market: Current Trends in the Watch Industry Reginald Brack

Join us for an insightful session led by a seasoned Feeman's | Hindman watch specialist, delving into the dynamic landscape of the luxury watch sector. Discover the latest trends captivating the market, from the surging demand for the independent makers, to the impact of "Rolex mania." We will discuss best practices for valuation and authentication and encourage a robust Q&A session.

A Practical Approach to Building a Pricing Database During Trade Shows Stuart Robertson, GIA GG

This two-part presentation will explore the strategies for gathering gemstone pricing comparables at the midlevel of the market. The Instore Jewelry will be running concurrently during the August Conference. We will use this to our advantage! The first part features a PowerPoint guided discussion including a brief refresher in colored stone grading, including variables in the viewing environment inherent at a trade show and how to control for them while collecting grading and pricing information during the show. We will also explore the pertinent information contained on the GemGuide price research templet. Then Part II begins as attendees head to the InStore Show to try their hand at collecting price data to incorporate into their own gem pricing database!

Power Search Tips: Finding and Refining the Best Comp Gina D'Onofrio, FGAA, Jessica DuBroc, GIA GG

Resources and strategies for determining the appropriate comparator and identifying key search parameters for the most accurate and reliable results.

Deaccessioning a Collection: Preparing Your Client for Success Ana Wroblaski, GIA GG, Vera Prather, GIA GG

Tools for guiding your client through selling an estate, from initial interview and inspection to setting reasonable expectations for a positive selling experience.

Driehaus Museum: A Jewel Box of a Museum

Lisa Key

Join Lisa Key, Executive Director of the Driehaus Museum, Chicago's museum for art, architecture, and design, for a talk that explores both the rich history of the museum as well as previews "Chicago Collects: Jewelry in Perspective," an exhibition on view at the Driehaus during the NAJA conference that explores jewelry and decorative art featuring works by Tiffany and Co, Lalique and many others.

Review of Ethical Standards and Their Application in our Daily Practices Stephen Turner, GIA GG

NAJA's Chair of Ethical Issues shares insights into ethical guidelines and considerations for jewelry appraisers. Steve will discuss some of the common conflicts of interest that can be encountered and how to disclose/resolve them.

Appraisal Software Solutions: Exploring Their Use, Benefits and Limits Panelists – Raphael Boivin, Richard Drucker, GIA GG & Thom Underwood, GIA GG

The developers of the major G&J appraisal software solutions, including GAS, Instappraise and Quantum Leap join us to explore the benefits of using appraisal software, security of client files and data, compliance with the NAJA Report Writing Standards, the latest versions of their programs as well as increasing efficiency and profitability in your appraisal business through appraisal software. The Panel will continue with a lively Q&A moderated by Stuart Robertson and Lance Nygaard.

Research Results Stuart Robertson, GIA GG

Groups discuss what worked and what didn't from their experiences collecting and recording pricing data from vendors at the Instore Show.

Decoding the Intangible Value Factors of Colored Stones

Cigdem Lule, PhD, FGA

Valuation of colored stones is dependent on a number of factors, not all of which are equally important in every situation. The 4Cs for diamonds are also applicable to colored stones in a broader sense as they are somewhat tangible. In addition to the 4Cs, recognizing and understanding intangible factors such as color names, brand and trade terms, country of origin, perception of treatments, and marketing are all essential to establishing accurate value conclusions.

This 3-hour workshop aims to demonstrate how these and other abstract concepts can affect the valuation process of gemstones. We will examine and discuss specific examples where these factors have varying relevance in forming the market's perception of a gem's value. Participants will want to have loupe in hand as we experience the valuation process beyond the conventional grading process while examining, comparing and discussing a variety of colored gems!

This workshop satisfies 3-hours of the mandatory 16 hour continuing education credits required annually to maintain NAJA Certified member status.

Saturday only, August 10, 2024

10 AM to 1 PM
2 PM to 5 PM

Workshop Fee \$200

Attendees should bring their loupe and pen light.



Registration

Name & Designation: _____

Company Name: _____

Address: City, State, Zip: _____

Daytime Phone: _____ Email: _____

For more information or to register contact:

National Association of Jewelry Appraisers
Gail Brett Levine, GIA GG
Executive Director
P. O. Box 18, Rego Park, NY 11374
718.896.1536
office@NAJAAappraisers.com

Cancellation Policy:

Your registration fee will be refunded 100% if your written or emailed cancellation is received by July 15, 2024. Cancellations after July 15, 2024, there will be a service charge of \$150.

	Before July 15, 2024	After July 15, 2024	
Member	\$425	\$525	_____
Non-Member	\$650	\$750	_____
Color Vision Test	\$ 50 – August 11th, Sunday only		_____
Decoding the Intangible Value Factors of Colored Stones Workshop			
	\$200 – August 10th, Saturday only, 10 AM to 1 PM		_____
	\$200 – August 10th, Saturday only, 2 PM to 5 PM		_____

Total _____

Payment Options:

1. Make your check payable to NAJA Check # _____ \$ _____
2. PayPal <https://www.paypal.com/us/for-you/transfer-money/send-money> (office@najaappraisers.com)
3. Visa, MasterCard, Amex in the amount of _____

Credit Card #: _____ Exp Date: _____ CCV Code: _____

Zip code of credit card holder: _____

Signature: _____

I will attend Heritage Auctions Special Event, Sunday night, August 11th

