

**California Institute of Jewelry Training , 5805 Windmill Way, Carmichael, Ca  
And MasterValuer™ International presents APPRAISAL WORKSHOP**

**\* be sure to check the bonus!**

Sacramento, Thursday-Saturday October 25-27, 2007

**Syllabus for CIJT 1st Day of Appraisal Workshop**

**Richard Drucker, GG, RMVP and President of GemWorld International, Publisher of the Guide** and well known 3<sup>rd</sup> generation jeweler will present the following:

**1. Gem Treatments**

Gem treatments today are the most challenging part of any appraisal assignment. It is very difficult to identify and price the many treatments encountered. In this seminar, gem treatments for colored gems and diamonds will be discussed and slides will be shown to help with identification. Pricing information will also be provided. Gems treatments discussed will include heat, beryllium, glass infilling, irradiation, oiling, dyeing, and more.

**2. Profitable Appraising**

Learning to be an appraiser is only half the challenge. Setting up an appraisal practice that can be highly rewarding is the key to your success. This seminar will show you how to charge, how to promote, how to budget, and many other keys to building your practice. Advertising will be discussed including why the cost may or may not result in profits and how to get a lot of Internet presence without spending any money. This seminar will absolutely get you to a greater profit level in your practice.

**3. GemGuide Appraisal Software**

This appraisal program was developed more than 20 years ago and is now a leading choice among appraisers. The software will be shown along with the benefits of its use. The software fully integrates with pricing from the GemGuide and now also with color communication systems. Even if you do not plan to use this software, you will benefit from the demonstrations on how colored gems are graded and priced effectively and how diamond cut adjustments are made on price.

**Professional jewelry appraisal** from Sacramento will discuss the ins and wins in independent jewelry appraisal businesses. The workings, responsibilities and a first hand view according to the professional with experiences. This will be an eventful time with question and answer periods for your information.

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Syllabus for CIJT 2<sup>nd</sup> & 3<sup>rd</sup> Days of Appraisal Workshop  
Sessions by Nancy Stacy, GG, ASA, *Master Gemologist Appraiser***

Note: This workshop will be even more rewarding if you can bring a laptop computer with you, particularly one on which you are doing or plan to do your appraisals. A Market Model Excel worksheet template will be provided.

**1. Understanding Insurance as it Applies to Jewelry**

Is your insurance appraisal helping or hurting your client? (You might be surprised.)

**2. Classroom Session: Identification of Value Attributes**

Quality attributes vs. Value attributes  
Intrinsic value attributes  
Extrinsic (endowed) value attributes  
Understanding jewelry insurance appraising

**3. HANDS-ON:**

Hand out jewelry for examination  
Describe at least two items of jewelry  
Identify the quality attributes of the items  
Share

**4. Classroom Session: Sales Comparison Valuation Method**

What makes one piece of jewelry “equivalent” to another?  
What is the relevant market and how important is it?  
What do I look for in comparable properties?  
Where to find comps?  
What do I do when I can’t find comps?  
What do I do when there *are* no comps?  
What do I do if my comps are from different times of sale?  
What do I do if my comps aren’t exactly like the piece I am appraising?  
How do I document the comps?

**5. Classroom Session: Analysis, Adjustment & Presentation of Data**

Introduction to adjustment for differences between comps and subject  
Percentage, \$/per-unit and whole property adjustments  
Applying statistical analysis before and after analysis and adjustment

**6. HANDS-ON:**

Presenting data & analysis  
How do I get my research and analysis into my appraisal?  
Practice examples of adjusting data  
Write an appraisal narrative  
Share

**7. Student-Guided Session**

Questions & answers on subject material  
Discussion of topics brought to mind during the workshop  
Answers to individual questions regarding appraisal practice

\* **The bonus** -Thursday evening, the 25<sup>th</sup> of October Richard will present a program for the GIA Alumni Association and you are invited at no charge, dinner will be provided. Richard will be “Hitting all the Bases” – Diamond Changes, colored stone markets, brands, appraising it all and making money! There is something for everyone in this all – encompassing Seminar. He will also discuss the current diamond markets, changes in supply and marketing, diamonds and colored stone issues and most important, how to make your business grow. Don’t miss this power packed seminar that will really hit all the bases and make you take a look at changing your game strategy.

<p><b>Dinner will be served to MVP workshop students as guests of MasterValuer™ International. Call for further details. 916-487-1122</b></p>
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