

A Path to Membership—The Story of ASA’s Educational Foundation

By Carol Akers Klug, ASA, Board Member and Susan Golashovsky ASA, Past Chair



Appraisers may not be aware of what [ASA’s Educational Foundation \(ASAEF\)](#) does to sustain our industry and aspiring appraisers. Below is our vision that education will provide a path to membership in the appraisal profession, and hopefully to ASA.

“Believe me when I tell you it’s been a bear to raise funds. Please know how appreciative we are at the ASAEF for your support.” COVID and the general financial climate clearly damaged the ability of people in, and trying to enter, our profession in all disciplines. These events caused an influx of people needing, and looking for grants to help them advance or change careers. *“We see this as a window of opportunity to drive (or sustain) membership through funding of grants. Not a particularly pleasant fact, but necessary for all concerned.”*

Initially, the Silent Auction was ASAEF’s only fund raiser, and donations contributed by members were and still are nominal. By June 2021, ASAEF had \$260,000 in assets, a nominal sum, given our over 5,000 members. In an effort to increase revenue, ASAEF initiated grants for the development of **appraisal education text books** which added royalty income from the following:

- BV’s **Valuing a Business, 6th Edition** – grant for development of Shannon Pratt’s appraisal primer which is a required text book for BV POV courses.
- PP’s Coming Soon **Personal Property Discipline Book, 1st Edition** – grant for development of its first Principles of Valuation (POV) text book, which will replace its white papers.
- Coming Soon **Lawyers Book, 1st Edition** – grant for development of an appraisal primer for attorneys, an industry source of referrals of valuations to appraisers in all disciplines.

ASAEF continues to provide **needs-based grants** to aspiring appraisers which hopefully will lead to new certified appraisers. Here are a few of their stories:

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- **Grant for PP201 POV course** for new chapter member. (The applicant was unemployed yet committed to join ASA.)
- **Grant for BV203 POV OnDemand course** for applicant in South America. (ASAEF previously had provided BV201 and BV202 grants to this applicant, whose country suffers high inflation and a foreign currency crisis. There is an active chapter in said’s city.)
- **Grant for GJ201 POV course** for applicant in Asia. (This applicant works for a national GJ authority and resides in a country with high inflation and foreign currency crisis.
- **Grant for GJ202 POV** for applicant in Asia. (ASAEF previously provided a grant to this applicant for GJ 201. Applicant is working for a metals testing firm and has demonstrated commitment to the industry by taking courses at the GIA.)
- **Grant for GJ201 POV courses** for applicant in Asia. (This applicant had completed GJ training courses in London, India, taken GJ103 Fundamentals of Jewelry Appraisal and GIA courses, and works in a jewelry testing lab in a country that suffers high inflation and foreign currency crisis.)

Please join ASA-EF’s List of Donors by contributing an ITEM or CA\$H to its Online \$ilent Auction – or *Bid with Vigor!*