

THE MILE HI TIMES



Issue 2 February 2010

2009 OFFICERS

PRESIDENT

J Parker, SR/WA
H.C. Peck & Associates, Inc.
303-623-6112 x202

VICE-PRESIDENT

Bonnie D. Roerig, MAI
Real Estate Appraiser
Bonnie Roerig & Associates
303-757-5525

SECRETARY

Nathaniel B. Fay
Colorado Title Company
303-861-7844

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Darrel Vanhooser, SR/WA
Suncor Energy USA
303-793-8006

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R/W-NAC
H. C. Peck & Associates, Inc.
303-623-6112

2 YR. DIRECTOR

Liz Rubinstein, Esq.
Duncan, Ostrander & Dingess, P. C.
303-779-0200

1 YR. DIRECTOR

Kevin Shea, SR/WA
Shea Appraisal Company
303-424-1616

FEBRUARY 2010 ISSUE

DOUBLETREE HOTEL

3203 QUEBEC ST.
(Stapleton area)
Room will be
posted

Cost: \$25.00
(Checks payable to IRWA)

VALENTINE'S DAY



BECAUSE LOVE ISN'T QUITE
COMPLICATED ENOUGH AS IT IS.

Dinner/Program
Tuesday, February 9, 2010
Board Meeting 5:00PM
Cocktails 6:00PM
Dinner 6:30PM
Program 7:30PM (approx)

FOR RESERVATIONS CALL
Nicole Eberhard (303.571.3901)
Nicole.R.Eberhard@xcelenergy.com
By Friday
February 5, 2010



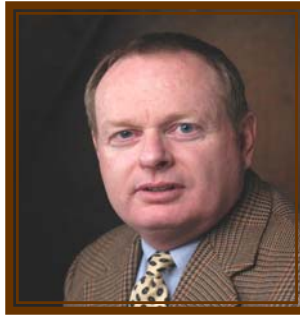
The ends and outs of 1031/1033 Tax Deferred Exchanges

Kennen S. Cohen is the Colorado, New Mexico & Wyoming Division Manager for Asset Preservation Inc. Mr. Cohen has an extensive background in IRC Section 1031 tax deferred exchanges and every aspect of real estate titles and escrow closings, having participated in thousands of transactions during his 16 years exclusively in the title and exchange Industries.

Asset Preservation, a subsidiary of the Stewart family of Companies, is a leading national "Qualified Intermediary" pursuant to IRC Section 1031 regulations and is efficiently handling exchanges in every state in the nation. Currently, Mr. Cohen dedicates a significant portion of his time speaking to accountants, attorneys, real estate brokers and principals throughout Colorado. Mr. Cohen has spoken to such groups as: the Colorado Bar Association, the Colorado Association of Realtors State Convention, the Aspen Board of Realtors, Denver Metro Commercial Association of Realtors, and the Pikes Peak Association of Realtors. He is also a faculty member of Lorman Education Services and the National Business Institute. Mr. Cohen has been interviewed on 9News (KUSA) in Denver and on several local radio stations. His exchange presentations are always practical and feature many real-life exchange scenarios to illustrate various investment/tax strategies.

Mr. Cohen received his bachelor's degree in Business Administration from the University of Colorado at Boulder.

President's Message



Hello Chapter 6!

I just got back from the Federal Agency Update and the International Utilities Committee meeting in Las Vegas and despite of all Vegas' "charm" I am glad to be home. Knowing this letter was due and given last week's activities, I thought there would be plenty to draw upon. Perhaps I need more time to reflect because as I began to write this letter it occurred to me that I'm not sure what I took away from the FAU other than my age-old contention that it shouldn't take place annually. I did, however, take something away from the IUC meeting - a reminder that the need to effectively communicate with those in our lives, both professionally and personally, remains constant.

Those of you that have read my previous letters and/or have had regular discourse with me about the IRWA know that I have been a staunch supporter of the organization and what it strives to do for its membership and the right of way community as a whole. Further, I believe that those who have served in leadership positions and the folks at HQ have always had the "right" intentions. However, all too often good intentions and reality do not meet. Thus, while my support for the IRWA and its mission has not changed, I do not look at the world through IRWA-colored glasses. There have been numerous occasions in the last ten years where I have expressed a different opinion about how we should conduct our business, some have centered on communication.

The IRWA is, on many levels, going through a fundamental (and necessary) restructuring, all in an effort to keep us relevant in the infrastructure improvement community. Part of this restructuring occurred last fall with a change in how the Calgary education sessions were developed. Historically, IRWA's international committees were charged with the task of developing conference programming with HQ and/or the IEC (for the most part) playing referee when conflicts arose (session times/overlapping content, etc.). This time around, committees submitted session topics as always but HQ also put out a "call for papers" that was open to anyone. A good idea, but this "call" caused quite a bit of confusion regarding the party or parties that were to be primarily responsible for session development. Thus, during Friday's meeting it became apparent to me that the mechanics of this addition to the process were not thoroughly communicated by HQ and/or the IEC to committee leadership, nor was there (at least up to last Friday afternoon) an across the board explanation as to the thought process behind what sessions made the cut, what did not, why, and who had the final say. Time and space do not permit me to elaborate further, but suffice it to say that most, if not all, of the frustration and ill feelings (to put it mildly) that I heard (directly and indirectly) expressed about this matter would have been avoided given...you guessed it... effective communication.

I am not trying to cast stones here...believe me... I needed this reminder as much as anyone and I hope this is something we all can take to heart. OK, time to get off the soapbox (again) and get to work. I look forward to seeing you all next week!

JEP

2009 COMMITTEES

BUDGET & FINANCE

Darrel Vanhooser, SR/WA
Suncor Energy USA
303-793-8006

EDUCATION

Richard Pittenridge, SR/WA
R/W-NAC
720-320-2070

Austin Mater
303-233-8700 x-102
303-847-7626-cell

LEGISLATIVE REVIEW

(OPEN)

PROFESSIONAL DEVELOPMENT

Al Morganfield, SR/WA (CHR)
303-571-3115
303-506-9981-cell

Greg Berry, SR/WA
303-442-4983

Jim Struble SR/WA
970-622-2243

PROGRAM

Bonnie D. Roerig, MAI
303-757-5525

PUBLIC RELATIONS

Doug Nitzkowski, SR/WA
(303) 789-1515

LOCAL PUBLIC AGENCIES

Lyman Ho
720-859-4355

BYLAWS

J Parker, SR/WA
303-623-6112 X202

**2009 COMMITTEE
CHAIRPERSONS****INSTALLATION
BANQUET**

Chicks in ROW

MEMBERSHIPVirginia Messick, SR/WA
303-623-4908**VALUATION**Charles Nelson
303-292-0348**PIPELINE**Tim Atwater
303-243-3578**RELOCATION**Charlene Burge, SR/WA
R/W-NAC, R/W-RAC
303-513-1501**ENVIRONMENT**Darrel Vanhooser, SR/WA
303-793-8006**TRANSPORTATION**Mike Anders, SR/WA
303-623-6112-X204
303-304-1043-cell**NOMINATIONS**Lee Hamre SR/WA,
R/W-RAC
303-623-6112X201**SURVEY**Fred Easton
Farnsworth Group
303-692-8838

Scott Moen

What Started Valentine's Day?

Valentine's Day or **Saint Valentine's Day** is a holiday celebrated on February 14 by many people throughout the world. In the West, it is the traditional day on which lovers express their love for each other by sending Valentine's cards, presenting flowers, or offering confectionery. The holiday is named after two among the numerous Early Christian martyrs named Valentine. The day became associated with romantic love in the circle of Geoffrey Chaucer in the High Middle Ages, when the tradition of courtly love flourished.

An alternative theory from Belarus states that the holiday originates from the story of Saint Valentine, who upon rejection by his mistress was so heartbroken that he took a knife to his chest and sent her his still-beating heart as a token of his undying love for her. Hence, heart-shaped cards are now sent as a tribute to his overwhelming passion and suffering.

The day is most closely associated with the mutual exchange of love notes in the form of "valentines." Modern Valentine symbols include the heart-shaped outline, doves, and the figure of the winged Cupid. Since the 19th century, handwritten notes have largely given way to mass-produced greeting cards. The sending of Valentines was a fashion in nineteenth-century Great Britain, and, in 1847, Esther Howland developed a successful business in her Worcester, Massachusetts home with hand-made Valentine cards based on British models. The popularity of Valentine cards in 19th-century America was a harbinger of the future commercialization of holidays in the United States.

There is always some madness in love. But there is also always some reason in madness.

Friedrich Nietzsche (1844 - 1900),

Remember to save the date

This is a reminder that the Chapter 6 Board meeting and Dinner Meeting are held the 2nd Tuesday, of each month (except during the summer) same place, same time. The Board meeting starts at 5pm and is open to all Chapter members.

**March 9, 2010, April 13, 2010, May 11, 2010,
September 14, 2010, October 12, 2010, November 9, 2010**



CHERRY AND CHOCOLATE PASTRY HEARTS

Ingredients

- 1/2 of a** 17-1/4-ounce package frozen puff pastry (1 sheet), thawed
- 3/4** cup cherry pie filling
- 8** teaspoons fudge ice-cream topping
- 2** tablespoons chopped nuts

Directions

- 1.** On a lightly floured surface, unfold thawed pastry. Using a 3-1/2- to 4-inch heart-shaped cookie cutter, cut pastry into shapes, discarding pastry scraps or reserving for another use. Place pastry hearts on an ungreased baking sheet. Bake in a 375 degree F oven for 15 to 18 minutes or until puffed and golden. Cool on racks.
- 2.** Split hearts horizontally; fill each with some of the pie filling. Place hearts on dessert plates. Drizzle with fudge topping;* sprinkle with nuts. Serve immediately. Makes 8 servings.

***Note:** Heat fudge topping if too thick to drizzle.

Make-Ahead Tip: Prepare pastry hearts; cool. Place in airtight freezer container; place crumbled paper towels around hearts to prevent breaking. Seal, label, and freeze up to 2 weeks. Thaw at room temperature before serving.

Nutrition Facts

Calories 216,, Total Fat (g) 12, Saturated Fat (g) 1, Cholesterol (mg) 1, Sodium (mg) 123, Carbohydrate (g) 27, Fiber (g) 1, Protein (g) 2, Vitamin A (DV%) 4, Vitamin C (DV%) 67, Calcium (DV%) 8, Iron (DV%) 2, Percent Daily Values are based on a 2,000 calorie diet

Newsletter Editor for 2010 & beyond!

In May, the Newsletter Editor will no longer be a part of the Chapter offices chain of officers. If you know of someone who is creative and wants to help the chapter but does not want to be an officer this is the perfect opportunity. We are hoping to find a person that can expand the newsletter and would like to be the newsletter editor for several years at a time if not forever. If you or someone you know is interested please let me, J Parker or any Board member know.

IRWA CLASSES COMING!!

Course 501: Residential Relocation Assistance — February 16th & 17th, 2010

Course Title: Residential Relocation Assistance

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: Hand-held calculator and Mechanical pencil

Suggested Materials: Read 49CFR Part 24 before attending class

Prerequisites: N/A

Course Description: Residential Relocation Assistance is a comprehensive overview of the processes and procedures involved in providing relocation assistance to residential occupants.

Materials presented are based on the lead agency's (Federal Highway Administration) regulations in implementing the Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 as amended.

Topics:

- Replacement housing payments for residential owners and tenants
- Mobile homes
- Last resort housing
- Advisory assistance
- Moving Payments
- Filing claims and appeals

Course 504: Computing Replacement Housing Payments — February 18 & 19th, 2010

Course Title: Computing Replacement Housing Payments

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: Hand-held calculator and Mechanical pencil

Suggested Materials: N/A

Prerequisites: It is highly recommended that participants successfully complete IRWA Course 501, "Residential Relocation Assistance", and have a minimum of two (2) years actual field experience performing relocation assistance, prior to attending this class.

Course Description: Computing Replacement Housing Payment is an advanced relocation course, designed for participants with thorough knowledge and experience implementing the Uniform Act.

Realistic and complex situations are used as if the participants have been assigned to a small project requiring the relocation of the occupants of twelve (12) residential properties.

The household surveys have been conducted and a copy of each interview sheet is contained in the materials provided.

Participants should have the knowledge to calculate basic payments, group discussions and exercises maximizing practical application of the case studies will be the emphasis of this course.

Topics:

- The importance of collecting the pertinent information at the interview stage
- Replacement Housing Payments for 90-day occupants
- Aliens not lawfully present
- Replacement Housing Payments for less than 90-day occupants
- Replacement Housing Payments for 180-day owner occupants
- Legal reference—The Uniform Relocation Assistance and Real Property Acquisition Policies Act of 1970 (Public Law 91-646) as amended
- Regulatory Reference 49CFR part 24

IRWA CLASSES COMING!! (continued)

Course 400: Principles of Real Estate Appraisal — March 3rd & 4th, 2010

Course Title: Principles of Real Estate Appraisal

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

AQB Credits: The Appraiser Qualifications Board (AQB) has reviewed and The Appraiser Qualifications Board (AQB) has reviewed and approved this course for the following: 15 hours QE, 15 hours CE/E, 14 hours CE, Classroom through January 19, 2010

Required Materials: Hand-held calculator and Mechanical pencil

Prerequisites: N/A

Course Description:

This course introduces the principles of real estate and real property valuation to the participants.

It is also a refresher course for the experienced right of way professional who would like to enhance his or her appraisal abilities.

At the conclusion of this two-day course, participants will be able to:

- express an understanding of basic real estate terms and principles;
- demonstrate a basic knowledge of the valuation process and its components;
- discuss the definitions of and steps in each of the three approaches to value (cost, sales comparison and income capitalization);
- solve problems that show an understanding of the three approaches to value.
- In addition, two case studies (residential and commercial) will be utilized throughout the course.

Topics:

- | | |
|--|---------------------------|
| • Types and uses of appraisals | Sales Comparison Approach |
| • Types of value | Cost approach |
| • Area and Site Analysis | Market analysis |
| • Highest and best use analysis | The appraisal process |
| • Reconciliation and final value determination | Economic principles |
| • Introduction to partial acquisitions | |

Course 402: Introduction to the Income Capitalization Approach— March 5th, 2010

Course Title: Introduction to the Income Capitalization Approach

Course Length: 1 Day - 8 AM to 5 PM Daily

IRWA Credits: 8 Hours

AQB Credits: The Appraiser Qualifications Board (AQB) has reviewed and approved this course for the following: 6 hours CE, 7 hours CE/E, Classroom through March 30, 2010.

Required Materials: Hand-held calculator and Mechanical pencil

Prerequisites: N/A

Course Description:

The Income Capitalization Approach is a method of evaluating an investment by estimating future cash flows and taking into consideration the time value of money.

This approach is presented in a concise, easy-to-understand format, and combines lecture and case studies to teach participants how to apply income capitalization in a variety of situations.

Course 402 introduces the Income Capitalization Approach to appraisal in a concise, easy-to-understand format.

A combination of lecture and case studies, this intensive course teaches participants to apply the approach in a variety of situations.

This is a hands-on course with exercises and a case study.

Topics:

- The relationship between the Valuation Process and the Income Capitalization Approach
- The applicability and reliability of the approach
- The characteristics of Direct and Yield Capitalization
- The components of Direct Capitalization (determining gross income, estimating vacancy and credit loss, calculating effective gross income, estimating expense and estimating value)
- Capitalization Rate Development
- Determining Just Compensation

IRWA CLASSES COMING!! (continued)

Course 105: The Uniform Act Executive Summary— April 22nd, 2010

Course Title: The Uniform Act Executive Summary

Course Length: 1 Day - 8 AM to 5 PM Daily

IRWA Credits: 8 Hours

Required Materials: Hand-held calculator and Mechanical pencil

Prerequisites: N/A

Course Description:

The Uniform Act Summary combines regulatory information and practical considerations to aid in better understanding land acquisition that

Receive federal financial assistance or that utilizes federal regulations.

Topics:

- Understand the key components of land acquisition activities that receive federal financial assistance or that utilize federal regulations.
- Express a basic understanding of the federal land acquisition and relocation assistance requirements.
- Identify the steps in a “typical” land acquisition project; specifically, project components and impacts on both project schedules and budgets.

Course 703: Real Property Asset Management — April 23rd, 2010

Course Title: Real Property Asset Management

Course Length: 1 Day - 8 AM to 5 PM Daily

IRWA Credits: 8 Hours

Required Materials: N/A

Prerequisites: N/A

Course Description:

Asst management is the comprehensively planned management of a diverse portfolio of real estate for the optimum use of available assets.

“Real Property Asset Management” is an intensive one-day course designed to teach participants the necessary skills and knowledge to introduce and implement a program within their organization.

This course is intended for those who manage real estate for organizations needing additional resources to adequately meet the defined mission.

Topics:

- Definition of asset Management
- Aspects, considerations and goals of asset management
- Prerequisites of successful asset management
- Identifying need for asset management
- Establishing an asset management program
- Steps and team formation
- Implementation of asset management programs
- Strategies and computer assistance options

IRWA CLASSES COMING!! (continued)

Course 220: Cultural Awareness — August 26th & 27th, 2010

Course Title: Cultural Awareness

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: N/A

Recommended Materials: "Successful Communication and Negotiation" - Textbook (separate purchase)

Prerequisites: N/A

Course Description:

The purpose of this two-day course is to provide a foundation for providing culturally relevant land management services to Native people of North America.

- Introduces the importance of recognizing, understanding and respecting all cultures;
- How Cultural Awareness impacts personal and professional development and practices;
- How to value, manage, interact and deal with individuals of diverse cultures;
- how to provide culturally competent and informative services;
- how cultural awareness benefits and assists negotiators in effectively building relationships, establishing trust, and competently perform and obtain positive results in land acquisition.

At the conclusion of this course, participants will be able to:

- Demonstrate an understanding of the importance of cultural awareness to every individual's personal and professional developments and practices.
- Define culture and identify its components.
- Identify elements of culture that meet basic human needs.
- Demonstrate an understanding of their shared and individual cultures and how it impacts their personal and professional development and practices.
- Demonstrate an understanding of the general history of land acquisition as it relates to Native people.
- Identify accurate information about Native cultural worldview.
- Identify some of the unique issues impacting negotiations and other service delivery to Native people.
- Identify resources within the Native community to assist the agent in effective service delivery.
- Identify possible barriers to effective cross-cultural interactions, and possible solutions to these barriers.
- Identify essential elements that contribute to their proficiency in negotiating with Native people.
- Identify and utilize strategies for improving negotiation and other service delivery to Native people.

IRWA CLASSES COMING!! (continued)

Course 701: Property Management: Leasing — September 16th & 17th, 2010

Course Title: Property Management: Leasing

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: N/A

Prerequisites: It is highly recommended that participants successfully complete IRWA Course 700, "Introduction to Property Management," or have otherwise acquired a basic understanding of property management functions, prior to attending this class.

Course Description:

In this course, participants will learn the fundamentals and practical aspects of leasing through exercises, case studies and sample documents.

The primary focus centers around acquisition and revenue leasing with an emphasis on private sector issues.

Participants will gain a clear

understanding of the reasoning and rationale behind leasing decisions.

- lease terms
- maintenance provisions
- default clauses
- Assignment and subletting
- risk management/loss control
- default/remedies
- The participants will also learn how to maximize income through the study of feasibility analysis, lease options and leasehold marketing.

This course emphasizes the practical aspects of leasing. It deals with two leasing situations:

1. Acquisition leases – when the agency is the lessee
2. Revenue leases- when the agency is the lessor

Special consideration is given to the complex problems that can arise when the lessee will construct substantial improvements. Case studies and sample documents are used throughout the course.

Topics:

- Preface and introduction of asset and property management
- Leasing program overview
- Building "the team"
- Decision making
- Leasing negotiation and documentation
- Leasehold administration

IRWA CLASSES COMING!! (continued)

Course 900: Principles of Real Estate Engineering — October, 2010

Course Title: Principles of Real Estate Engineering

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: Hand-held Calculator; Mechanical Pencil

Prerequisites: It is highly recommended that participants have successfully completed IRWA Course 100, "Principles of Land Acquisition", or have a minimum of 2 years professional right of way engineering experience, prior to attending this class.

Course Description:

With the use of lecture, questions and answers, exercise methods, graphic illustrations and transparencies, participants will learn how to:

use engineering tools such as an engineering scale and protractor

gain basic skills in reading and interpreting information contained on engineering plans

learn how to read, understand and plot simple descriptions using the most common methods of property descriptions

Participants will:

- understand the basic principles of engineering drawings
- be able to understand and interpret information on plans
- use an engineer's scale to determine distances
- identify types of highway curves
- determine the effects of a project on a property
- be able to understand the background of property descriptions
- become knowledgeable of the basic features of property descriptions
- become familiar with the most common systems and methods of property descriptions
- be able to write and plot property descriptions using various methods

Objectives:

- Using engineering scales and protractors
- Definition of engineering terms
- Three-view concept of plan, profile and cross-section views
- Basic skills in interpreting engineering plans
- Basics of reading, understanding and plotting the most common types of property descriptions

Who should take this course:

This two-day course is designed for the novice or new non-engineer employee, but is also a valuable refresher course for experienced agents.

IRWA CLASSES COMING!! (continued)

Course 902: Property Descriptions — October, 2010

Course Title: Property Descriptions

Course Length: 1 Day - 8 AM to 5 PM Daily

IRWA Credits: 8 Hours

Required Materials: Hand-held Calculator & Mechanical Pencil

Prerequisites: It is highly recommended that participants successfully complete IRWA Course 900, "Principles of Real Estate Engineering", or have 2 years of right of way engineering experience and have familiarity with use of an engineering scale, protractor and hand-held calculator, prior to attending this class.

Course Description:

This course provides participants with a working knowledge of plotting and interpreting property descriptions. The course has been designed to provide "hands-on" experience in working with property descriptions.

Topics:

- Requirements of a valid description
- Use of the rectangular grid system
- When and how to use the point and centerline method
- Sources of uncertainties
- Subdivision descriptions
- Metes and bounds descriptions

Course 209: Negotiating Effectively with a Diverse Clientele — November 10th & 11th, 2010

Course Title: Skills of Expert Testimony

Course Length: 2 Day - 8 AM to 5 PM Daily

IRWA Credits: 16 Hours

Required Materials: N/A

Recommended Materials: "Successful Communication and Negotiation" - Textbook (separate purchase)

Prerequisites: N/A

Course Description:

The objectives of this course are:

To explore the dynamics for negotiating with a diverse clientele - the process, challenges and opportunities involved the roots of misinterpretations that cause cultural collisions due to the dynamics of communication, behavioral prescriptions, assumptions, perceptions, values, reasoning styles, attitudes, language, social relations, ambiguity, orientations and patterns, formality, emotion
ethnocentrism and to gain awareness of different negotiation styles/maximize one's personal negotiating power and effectiveness
Participants in this course will increase their cultural awareness and sensitivity; learn intercultural communication skills for resolving conflicts; and will be exposed to collaborative negotiation for reaching mutually satisfying agreements with people of diverse backgrounds.

Topics:

- Intercultural negotiations
- Intercultural competence
- Building relationships across cultures
- Intercultural communications
- Cultural dimensions comparison
- Language and culture
- Descriptive vs. interpretive statements
- Dimensions of diversity

IRWA CLASSES COMING!! (continued)

Course 213: Conflict Management — November 12th, 2010

Course Title: Conflict Management

Course Length: 1 Day - 8 AM to 5 PM Daily

IRWA Credits: 8 Hours

Required Materials: Hand-held calculator and Mechanical pencil

Recommended Materials: "Successful Communication and Negotiation" - Textbook (separate purchase)

Prerequisites: N/A

Course Description:

Effective conflict management can open doors to healthier workplace relationships and more productive working relationships with property owners and the general public.

"Conflict Management" presents specific methods for reaching collaborative solutions and minimizing negative aspects of conflict while maximizing benefits of resolving conflict.

Topics:

- nature and consequences of conflict
- outcomes of "unusual conflict,
- identifying "crazy-makers"
- constructive vs. destructive controversies
- influence of climate on conflict management
- coping with criticism
- managing interpersonal conflict
- What is conflict?
- The two consequences of conflict
- How to identify "crazy-makers"
- Seven common outcomes of "usual conflict"
- How processes and outcomes separate constructive from destructive controversies
- Why conflict is natural
- Determine your own conflict style — self examination
- Coping with criticism
- Managing interpersonal conflict
- Communication climate: key to conflict management

Who should take this course:

This course is designed for right of way practitioners and individuals who want to better manage their role in interpersonal conflict and develop better relationships.



Since 1934 the International Right of Way Association has been providing the path to success and uncompromising professionalism for the Right of Way profession.

For 75 years we have been the central authority in the Right of Way domain, helping tens of thousands of **Appraisers, Asset (Property) Managers, Environmental experts, Negotiation/Acquisition and Relocation Assistance agents** advance in their careers. And we're just getting started.

Join our over 10,000 members worldwide for the next 75 years as we connect and make the world a better place to live in the 21st century.

Become a member today by visiting www.irwaonline.org or by calling 1-310-538-0233 ext. 134.

After 75 years, the projects speak for themselves.



INTERNATIONAL RIGHT OF WAY ASSOCIATION

UPDATE YOUR PROFILE IN THE IRWA MEMBERSHIP DIRECTORY!

Hello Chapter 6 Members! When you get a chance, please check your profile in the IRWA membership directory to ensure your data is current and accurate. The information in this profile is used to send you vital IRWA information including the IRWA Magazine, course offerings, upcoming conferences, membership renewals, etc. You can update your profile on-line by visiting www.irwaonline.org and following the links.

One of the uses of the directory for Chapter 6 is to cross reference its e-mail listing for distribution of the Chapter 6 Newsletter to its members. There are over 150 Chapter 6 members, so after you update your profile, please let Richard Pittenridge know by calling him at 720-320-2070 or e-mailing him at itismerpb@msn.com.



Visit the IRWA website at www.irwaonline.org
and
Visit your Chapter 6 Website at
www.irwachapter6.org

CHAPTER 6 NEWSLETTER
Richard Pittenridge
H. C. Peck & Associates, Inc
720-320-2070
Please submit any changes to:
Email: itismerpb@msn.com