

The Award Winning Beaver Tales



October 2011

Newsletter for Beaver State Chapter 3 serving Oregon and SW Washington since 1950

Ernesto's ITALIAN RESTAURANT Chapter 3 meeting **Friday October 14th at: ERNESTO'S**

Board Meeting: 10:30am
Meeting: 12:00pm
Speaker: 12:15pm

8544 SW Apple Way
Portland, Oregon 97225
LUNCH COST \$13

The Mortgage Market Today

What Today's Mortgage Market Looks Like

During his 16-year mortgage career, Gabe has been a consistent top performer as a Loan Originator, Mortgage Advisor, Sales Manager and Branch Manager, having had an ownership or management capacity in a mortgage company since 2000.



Gabe Terreson

he has reputation for doing the right thing, while giving an exceptionally high level of professional guidance to clients while serving his referral partners in such a way that helps them build their business.

An expert in mortgage lending guidelines, Gabe is knowledgeable in the Fannie Mae and Freddie Mac Selling Guides, the HUD 4155 Handbook, and the VA Lender's Handbook, as well as the specific Underwriting Guidelines for hundreds of different loan products offered by various mortgage lenders. This knowledge has allowed Gabe to help his clients obtain financing countless times over the years when other lenders couldn't perform due to their Loan Officers not having such detailed knowledge and understanding of lending guidelines.

As a Mortgage Professional, Gabe seeks out excellence as a rule while training others in the business to raise their own level of expertise. As a result of Gabe's commitment to serving his clients and business partners with the highest degree of ethical standards,

Contractor of The Year Awards The Sarcastic Edition - Nominees are...

1.



2.



IRWA Chapter 3

Please make meal RSVP's as soon as possible to Shannon Fish at shannon@rowainc.com

September 9th

Prize Drawing Results

Carol Eggleston was not present to win the \$50 jackpot drawing.

Mike McNeill won the attendance free lunch. Congratulations!

Potential New Member Lunch Winner was Shannon Fish.

October Lunch Jackpot is \$75 Good Luck!

IRWA REMINDERS

Region 7 Fall Forum

October 14th, 2011
Anchorage, Alaska

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There are two types of people who will tell you that you cannot make a difference in this world: Those who are afraid to try and those who are afraid you will succeed." Ray Goforth

Where do you find yourself in the forementioned quote from Ray Goforth? Are you a person who stands back afraid to try, possibly discouraging others from trying? Are you one of those who is afraid to venture outside the box that you have built around yourself? Sometimes I think that I might be afraid of success. Do you fear success too? I write down my goals, create action plans, then do not even look at them. I flit here and there, trying to do everything just to find myself right back where I started. I think I just might be the perfect example of self-sabotage. An example would be taking on a plum project at work. You know what to do, you map it out and get the ball rolling. Before you know it you can't meet deadlines and the project doesn't get finished. You realize the consequences of not finishing, but for some reason, that totally eludes you. Another more common example is the dieting most of us have tried, fasting, being very careful in what we eat, then bingeing and hating ourselves for doing so.

I think I fit in the Type A category that Elizabeth Scott, M.S. talks about in her article entitled, *Stress and Self Sabotage: Are You Creating Additional Mental Stress For Yourself?* She says that you may be rushing through life so much that you create other problems by taking on too much, and not have time for the details. She also says our self-talk is critical, the way we learned it while we were little ("you will never amount to anything"; "you can't do that"; "you are dumb"). The pessimistic outlook may make you see things as worse than they really are, may pass up opportunities to better yourself, overlook solutions to problems and cause mental stress. The chronic stress that results from this sort of lifestyle will eventually impact your health in negative ways.

But the common theme I discovered while searching the internet is that fear of success is basically a fear of change. We may want more, have goals, a desire to achieve something remarkable, but our complacency with the comfort of "home", the place we are currently at, does not allow us to get to that lofty vision. This could be as simple as completing a project at work, or losing 20 pounds, or buying a home, or achieving your SR/WA designation.

Guy Maltais writes in his e-zine blog that the fear can manifest in various ways, procrastination, disregard for one's physical health, distractions, or convincing yourself that even if you do succeed, you will most likely lose in the end.

What can we do about it? Ask yourself what is the worst thing that can happen if you achieve what you set out to do? How will your life be different and what will the people around you say or do or think if you become successful. Guy goes on to ask do you absolutely know without a doubt that you are the type of person that can handle what success will bring to you, can you live the life of your dreams?

Laurie Pawlik-Kienlen suggests six ways to overcome fear of success: 1) figure out why you are sabotaging your goals. She suggests that you research this by talking to people you trust, journaling, and being honest with yourself; 2) Prepare yourself. Study for the exam, or work project, or presentation. The more you prepare, the more you may find your fears subsiding; 3) Accept failure as part of succeeding. You must try and if you fail, you may not feel as bad as you think and you will gain experience, education, contacts and



self-confidence; 4) Be scared. If you are scared of asking, trying, working hard, pushing yourself, sharing your dreams, do it anyway. I found that I was terrified of speaking in front of people but did it anyway and now, though I still get twinges, people are asking me for advice on public speaking; 5) Compete against yourself, not others. I saw this theme through several internet articles. What they define as success may not be the same as your definition and they may not even be experiencing success, though it appears that way to you. What if their apparent affluence is just smoke and mirrors and they are deeply in debt and on the brink of ruin, we don't know. We need to stay focused on our desired outcomes and not waste energy looking at the "other guys"; and 6) See your skills as changeable. Laurie says that if you think your professional skills and abilities are fixed, then you become anxious if you're successful. Your skills can always be changed with education, training, research, or mentoring.

So let's keep making those goals, let's set our sights high and push through our fears. I for one cannot stop trying. Recently, I had the opportunity to water ski, a former passion and all consuming past time. I knew the lake was cold, that I was older and weighed more than during the height of my water ski passion days, but I also knew that I had gotten up a couple of years ago, the first attempt on one ski, with the same boat that I used to ski behind in those glory days. This was different, a powerful ski boat, water so cold I found I couldn't catch my breath and my brother driving the boat not realizing that I needed half the throttle, not full when I yelled, "hit it! (or get me out of this cold water now!)" Of course, I didn't get up on that one ski, but I HAD TO TRY. My sister was in the boat, working the flag and the rope and "spotting". She said that she thought our brother had given the boat too much gas, which he later commented on, but she also said that she knew I had to try or I would never feel good about myself if I DID NOT TRY. That my friends is the key; two weeks later, my arms still burn from the muscles being pulled apart when the rope was yanked out of my hands, but I feel better about TRYING than not. Go figure, but go do it! Now I have a goal for next season, to strengthen my arms and get fit so I can wear the wet suit I'm going to buy as a reward and get up on top of the water. Now, if I can just hold that thought and not get complacent, but that is for another article....

Dawnleen

Dan Benson, SR/WA
WSDOT Review Appraiser
Chapter 3 Membership Chair

Checking out Dan Benson's travel plans, one gathers he likes Alaska. He's going there in November, the time when the Land of Midnight Sun is close to being the Land of Midnight at Midday.

But along with his adoptive native state, where he moved with family from St. Louis in 1959, Dan's affections belong to IRWA, where he has been a massively main contributor since 1989.

"I am a firm believer that IRWA membership and training offers the best opportunities for training and networking in the Right of Way profession, whichever discipline one pursues," Benson says. "Like everything else in life, you get out of IRWA membership what one puts into it."

Dan, with the support of wife Sylvia, puts a lot into it.

Currently serving as Membership Chair for Chapter 3, a slot he says he enjoys, he got deeply involved. Starting in Seattle as Education Chair, where he served for a number of years, he was Chapter vice-president, 2003-2004, and Chapter president, 2004-2005 for Chapter 4.

In addition, Dan has been a member of several International committees: Consultants Council and Transportation Committee.

His IRWA contributions began not long after he became a commercial appraiser in Seattle in 1988. Focusing on Right of Way, in 2000 he moved to R/W Project management with Sound Transit and continued to work as Project Manager on projects throughout AK & WA until 2007.

Meantime, Benson was an FTA Risk Assessment team member for projects in Salt Lake City, Hartford, Connecticut, Dallas, TX (DART).

Needing to "get off the road," as he puts it, Dan relocated to Vancouver, WA, and took a position as a Review Appraiser in the Southwest Region, WSDOT.

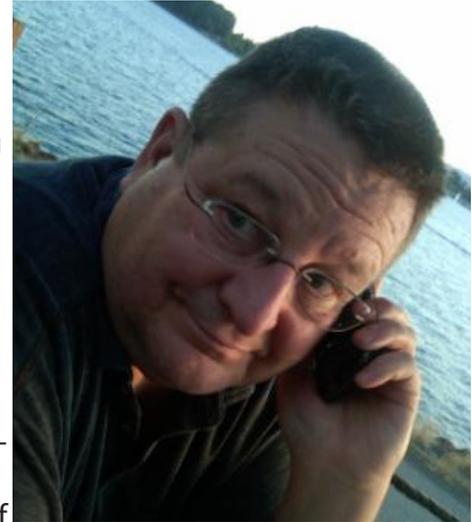
As for IRWA, he simply brought his talents and interest to Chapter 3.

"There are many opportunities here in Chapter 3," he says. "SR/WA Designation and Certifications are valuable credentials for R/W Professionals; and Chapter involvement is the place to start."

Along with his duties as Membership Chair, Dan is assisting the Chapter leadership is developing a closer alignment with International, where the Chapter will derive more benefit.

"I encourage joining our leadership team, and getting involved in regional and International activities," Dan urges members. "It can only help to move forward with the Right of Way profession."

When he is not immersed as usual in IRWA, he and Sylvia perform community volunteer work, and make occasional trips to Italy, a fave place to go. He also will take some time to spend with the grandkids down from Anchorage in October, and then there is that return visit back home to Alaska next month.



Dan Benson, SR/WA

SR/WA Comprehensive Review Study Session & Exam at The Portlander Inn **December 8th - 10th**

SR/WA Review Study Session & Exam

This three (3) day seminar is designed to prepare Candidates to take the SR/WA Comprehensive Examination by reviewing the seven (7) core disciplines of the right of way profession. It is intended to allow participants to brush up on areas in which they may have limited experience or knowledge. The Comprehensive Exam (United States version) will be administered at the conclusion of the review session, in the afternoon of the third day, and covers the seven (7) core disciplines: Engineering, Law, Negotiation, Valuation, Environment, Relocation, and Asset Management.



Course Number: SR/WA

Course Title: SR/WA Comprehensive Review Study Session & Exam

Course Length: 3 days, 8 AM to 5 PM Daily

IRWA Credits: N/A

Required Materials: Principles of Right of Way Textbook (separate purchase)

Suggested Prerequisites: Participants must be an approved, active candidate for the SR/WA Designation prior to registering for this seminar.

Seminar Description

The Comprehensive Exam (United States version) will be administered at the conclusion of the review session, in the afternoon of the third day, and covers the seven (7) core disciplines:

- Engineering
- Law
- Negotiation
- Valuation
- Environment
- Relocation
- Asset Management

Tuition includes

- Participant's Manual

SPECIAL NOTE: Although not required, participants are encouraged to take the examination at the conclusion of the study session (separate exam fee required).

IMPORTANT: Attendance at this Seminar does not guarantee successful completion of the SR/WA examination.

Who should take this seminar

Only approved candidates in the SR/WA program may attend this seminar.

Reminder for Business Card Space

If you are interested in placing a business card in the newsletter, or if you would like to continue to occupy business card space, please submit your request, business card (email jpg) and payment to Universal Field Services c/o Beavertales, PO Box 2354, Salem, OR 97308.

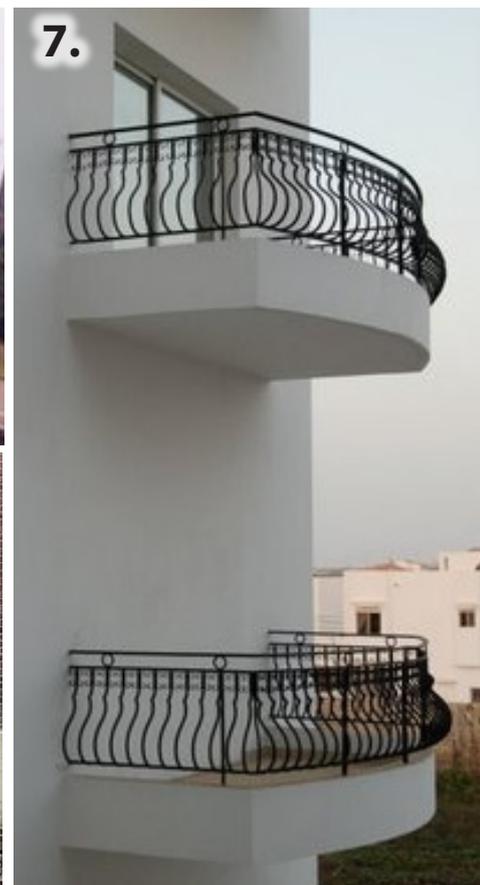
Cost for business card space is \$40. Please make checks payable to Beaver State Chapter 3. All space is for one calendar year to begin in January.

If you have any questions please contact Barry Bliss at 503.399.8002 or email me at ufsbarry@comcast.net

Membership Due's Update

IRWA is currently allowing membership to pay dues in installments. If you would like to take advantage of this offer please contact myself, Dan Benson, SR/WA (Chapter 3 Membership Chair) for assistance. You may also contact Bonnie Gray (IRWA Membership Manager) at gray@irwaonline.org.

Contractor of The Year Awards - Cont. The Sarcastic Edition - Nominees are...



Education Courses for 2012!

Lori Hathaway our chapter education chair met with a team of individuals in September. The team, with your suggestions, have mapped out classes for 2012. Look for an update of the 2012 education schedule in our upcoming issues. If you have any questions regarding future or current education courses you may reach Lori at ufslori@comcast.net or by phone at 503-399-8002

Contractor of The Year Awards - Cont. The Sarcastic Edition - Nominees are...



UPDATED

Education Courses for 2011

December 8th-10th

Local Area: **SR/WA Review Study Session & Exam**

Facilitator: *DAN BEARDSLEY, SR/WA*

Site: The Portlander Inn

10350 N. Vancouver Way

Make sure to check periodically www.irwachapter3.com for any course updates, or changes to the course schedule.

Negotiating Through Tribal Lands

October 20th 8:00am- 5:00pm

A UNIQUE EDUCATIONAL EXPERIENCE!

Chapter 3 of the International Right-of-Way Association (IRWA) is presenting a one day communications related course on Negotiating Through Tribal Lands. This course will cover various aspects of navigating through the agencies and processes associated with a negotiating for rights-of-ways in Indian Country. If you are involved in any way with a right-of-way over tribal land, this course provides everything you need to know about navigating through the various processes and working with tribes and tribal members. The Chapter has applied for IRWA education credits.

Speakers for the course include Bob Miller, Professor at Lewis & Clark College, School of Law, who will talk about the legal aspects of land ownership. Additional experts include key representatives from the Regional Solicitor's Office, Bureau of Indian Affairs, and Office of Special Trust Services. In addition, various tribal members have agreed to participate and share information about their culture, focusing on the significance that land and food plays in their culture.

Negotiating Through Tribal Lands will be held October 20, 2011 at the Radisson Hotel at PDX, Portland, OR (moved from April 14). Cost for the course is \$100 plus a facility fee of \$35 for IRWA Members or, \$150 plus the \$35 facility fee for Non-members.

With all the experts in one place, this will be a first-hand opportunity to gain understanding and insights into the cultural aspects and complex processes involved when working with various Indian Tribes.

A SAMPLE OF TOPICS INCLUDES:

- Cultural Aspects of Tribal Lands;
- Office of Special Trust - Appraisal issues;
- Navigating the Bureau of Indian Affairs;
- Right-of-Way Acquisition on Tribal Lands;
- Constructing Utility Infrastructure on- or Adjacent to Tribal Land;
- Why Work with the State Historic Preservation Officer (SHPO) ?;
- Best Practices & Successes - Panel...

Instructor: Jaci Margeson & Various Tribal Matters Experts
Biographies will be made available at the course.

Please remit checks to Treasurer at:

**IRWA Chapter 3
7810 NE 64th St
Vancouver, WA 98662**

Registration

Register ONLY to Course Registrar online, or as shown below. Advance payment not required. You will receive a confirmation if you provide an email address. \$35 late fee for registration on day of course (full course materials may not be available).

Register early: course may be cancelled if there are insufficient registrants 21 days before start date.

Course location

Radisson Hotel - PDX
6233 NE 78th Court
Portland, OR
800-994-7878

Accommodations

Gov't rates available, ask for IRWA

Coordinator

Dan Benson, SR/WA, 360-773-8334

Cancellation

POLICY: Written cancellation notice required. Full refund if received by Course registrar 15 days before start of course. 75% refund if received less than 15 days before start of course. No refund after start of course, but your printed course materials will be available upon request

Prerequisites

None.

Course materials

Speaker's "Bios" and any handouts will be provided at Seminar.

Course credits

IRWA - CEU (1 day/8 hours)

Course fees

Member - (\$100.00)
Non IRWA Member (\$150.00)
Facility Fee (\$35.00)

**Or you may submit a request to be invoiced to jim.lingeman@gmail.com
The seminar is just around the corner so sign up soon!**

SR/WA Comprehensive Review Study Session & Exam December 8 - 10

Sign Up Now

SR/WA Review Study Session & Exam 12.08.11 Portland, OR

*** PLEASE NOTE: Online registration is not available for the SR/WA Review Study Session, as all participants must be verified as current, active candidates for the SR/WA Designation prior to registering. To register for this session, please submit a completed registration form to Nikki Adams, Online Learning & Credentialing Coordinator, at IRWA HQ - Fax: (866) 388-7419 / Email: adams@irwaonline.org ***

Start Date: 12/08/2011
 End Date: 12/10/2011
 No. of Days: 3 days
 Class Time: 8:00 a.m. - 5:00 p.m. daily
 Tuition: Member: \$600 (includes \$35 Facility Fee)
 Non-member: \$745 (includes \$35 Facility Fee)

Exam Fee: \$100
 Sponsored By: Chapter 3
 Course Description: SR/WA Review Study Session & Exam

FACILITATOR:

DAN BEARDSLEY, SR/WA, has been involved in right of way and legal fields for over 30 years. He is the Right of Way Manager for Dryden & LaRue, in Anchorage, Alaska. Over his career he has been a private right of way consultant, attorney, CATV design and construction manager, contract and permits manager, and DOT regional Chief Right of Way. A member of the Alaska Bar, author of three IRWA courses and numerous seminars on real estate law, easements, land titles and negotiations. He is a past International President of IRWA.

COURSE COORDINATOR:

Mike McNeill
 Epic Land Solutions, Inc.
 9600 SW Oak Street, Suite 570
 Portland, OR 97223
 Phone: (503) 213-3973
 Fax: (503) 244-0627
 Email: MikeMcNeill@epicland.com

CLASS LOCATION:

Portlander Inn
 10350 N. Vancouver Way
 Portland, OR 97211
 Phone: (503) 345-0565

ACCOMMODATIONS:

Please contact the Course Coordinator for suggestions regarding local hotel accommodations.

September Meeting

Chapter 3 Updates

We had a lively question and answer session with Chuck Fisher, MAI at the September Chapter luncheon meeting. Chuck is a Compliance Analyst from the Oregon Appraiser Certification and Licensure Board. In other words, he makes sure that all the appraisers in Oregon are doing their jobs according to the laws and ethical standards of the State. Someone appraisers' don't want to get to know in his business role. As a speaker and on a personal basis however, he is a great guy, very knowledgeable, and gave our group an opportunity to question him regarding the do's and don'ts within the appraisal field. Question: Can a client define scope of work, and where is the line for appraisers' so that they are not misleading the public? Answer, yes, the client can define scope of work depending on their needs, but the appraiser must determine whether the scope would be misleading, and if the report would be compliant with USPAP and the State of Oregon laws. Question: How can appraisers have such different opinions of value, and all of them be OK legally? Answer: (usually) Different scope of work assignment. Question: Are short sales good comparables? Answer: Maybe – needs to be analyzed to determine how seller motivations affected the sale. Mr. Fisher took on other questions, provided fodder for discussion of agency regulations between right of way organizations inside and outside of government agencies, and provided insight into what makes a compliant appraisal report. Many thanks for his time. It was a very enjoyable presentation (particularly for this appraiser).

Jo Ellen Jarvis, MAI
Valuation Chair, IRWA



New Member Presentation

Chapter 3 congratulates new member Vera Anderson.



Chapter 3 President Elect Jim Lingeman, SR/WA
installing Vera Anderson, WSDOT
as new members.

3 Quick Ways to Reduce Stress

Between meeting deadlines and appointments, it's easy for anyone to get stressed. But luckily, staying calm and peaceful no matter what is happening on the outside isn't as hard as it might sound. Next time your stress levels are starting to hit critical levels, try one of these three easy de-stressing tips.

1. Close your eyes

Take a few moments to daydream. Picture yourself laying out on the beach or simply curled up reading a favorite book. By taking your mind and thoughts away from meeting that deadline, you will immediately feel a sense of calmness.

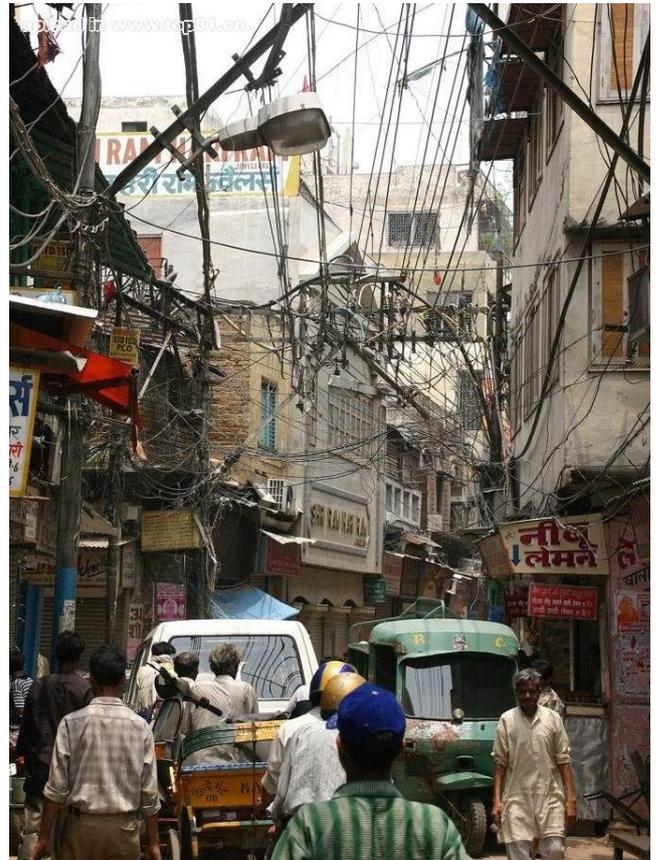
2. Just breathe

Taking full, deep breaths is an easy way to relax. Inhale and fill your belly with the breath, and then slowly let it out. Feel your chest and your belly release each time and see if you can breathe more deeply with each breath. Do this ten times.

3. Relax your muscles

In this exercise, focus on slowly tensing and then relaxing your muscles. If you're sitting at a desk, tighten your leg muscles for a few seconds and then release. Move slowly up your body, ending at your face. Or, you can begin with your face and shoulders and end at your toes.

Study these 3 photos closely, then read the message at the bottom. It will explain a lot of things...



First, How would you like to negotiate this utility easement?

Second, These pictures are from India. It is the place that you call when you have technical problems with your computer.

Beaver State Chapter 3, International Right of Way Association
Board Meeting Minutes for September 9, 2011
Ernesto's Restaurant – 8544 SW Apple Way, Portland, Oregon

Call to Order: President-Elect Jim Lingeman called the meeting to order at 10:48 a.m.

Determination of Quorum: Secretary Matt Gossett, determined that a quorum was present with proxies.

OFFICER AND MEMBERSHIP REPORTS

Approval of August 12, 2011 Minutes: A motion was made and seconded that the minutes be accepted. Unanimous approval.

President's Report: No report given.

Vice President's Report: No report given but Matt Gossett praises Regina Thompson's efforts in lining up quality speakers for the Chapter.

Secretary's Report: No report given.

Treasurer's Report: Jim Lingeman gives his report.

Accepted by consensus.

Education Report: No report given however, Regina Thompson stated that Lori Hathaway has agreed to become the new Education Chair for the Chapter.

Joe Pestinger states that Linda Birth is putting together a study session for an SRWA exam. The education fund will pay half of the fee but the candidate must request a scholarship. Geri Hall is the person to speak to about this. The 8th, 9th and 10th of December are the dates that may be available.

The Education and PDC committees will coordinate this effort.

Membership Report: Dan Benson presents two new candidates for membership. Vera Anderson, WSDOT and Tim O'Dell, Eugene Water and Electric Board. A Motion was made to accept these new members and seconded. Unanimous approval.

NEW BUSINESS:

Communications: The Chapter is still looking for a good IT person for the website.

Fall Forum conflict with the October meeting: The Fall Forum held in Anchorage, Alaska will be in conflict with our regularly scheduled Chapter meeting. A decision was made to hold the Board meeting on October 7th and keep the General Membership Meeting on Friday October 14th.

Regina Thompson motions and Dan Benson seconds that Matt Gossett be the third person to attend the Fall Forum using the budget funds of \$800. Unanimous approval.

Committee Reports:

Awards: Evar Knudtson says that he would like to receive nominations for employee of the year.

Transportation: Rod Bliss talks about President Obama's speech on transportation. The current Surface Transportation Fund expires on September 30, 2011. Rod Bliss states that a web-based format for letter writing is available at the American Public Works Association website at apwa.net.

Action Items:

Committee Chairs: The By-laws and Operating Manual have descriptions of committee chair and officer descriptions. Lingeman passes out the descriptions to the appropriate officers and asks them to think about the position description and become familiar with their duties. If the descriptions can be expanded, please present the material to the Board.

ADJOURNMENT: President Elect Jim Lingeman, adjourned the Board meeting at 11:42 AM.

Contractor of The Year Awards - and the Winner Is...
The Sarcastic Edition - Nominees are...



HANNA, McELDOWNEY & ASSOCIATES
Right of Way Services

Roger D. Hanna
Certified Appraiser
Real Estate Broker

8835 SW Canyon Lane #405, Portland, OR 97225
(503) 297-9588, Fax (503) 297-2835

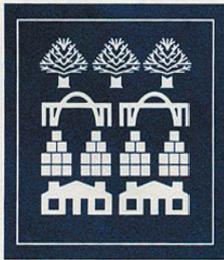


Northwest Division
Land-R/W-Relocation Services

Leslie Finnigan, SR/WA
Regional Manager

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REAL ESTATE SERVICES GROUP, INC.

SERVICE DIRECTORY

Chapter 3 has decided that anyone who paid for space in our directory for 2010 will be allowed to carry over their space at no additional cost for 2011. If you are interested in directory space for 2012, the cost is \$40 per business card. You can begin to submit your info to the Newsletter editor in October. For additional information please contact Barry Bliss at ufsbarry@comcast.net

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