

# ***RICHARD ZUROWSKI & ASSOCIATES***

REAL ESTATE APPRAISERS & CONSULTANTS

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Dear Association Leadership:

I am the current president of the Wisconsin Chapter of the Appraisal Institute. The Appraisal Institute is the internationally recognized leader in real estate appraisal and appraisal education. I have been actively involved with AI for over 15 years, becoming familiar with the operational methods of our organization nationally and at the chapter level around the country. Those chapters experiencing the greatest success in terms of member satisfaction, recruitment, and retention are those managed professionally.

In 1996, the state of Wisconsin merged five chapters to form one statewide chapter; while the pool of potential volunteers increased, participation of some long term volunteers suffered. In 1997, we contacted Chris Ruditys and his staff, for assistance in dealing with our now statewide chapter. His organization skills and expertise in association management provided a perfect fit for our needs.

The office of Wisconsin Association Management, WAM, offers a dedicated team with specialized skills, to relieve association leadership of many of the daily burdens of being a leader. Having a consistent management staff has lead to a more enthusiastic effort from the volunteer leadership of our chapter.

In addition to providing the management of our association, the staff's knowledge of other associations along with the networking opportunities has provided valuable insight into techniques to best meet the needs of our membership.

Having a skilled goal orientated team focusing on the needs of our organization provides the leadership the opportunity to lead the chapter and still do what we do best.

If you should have any questions or concerns please feel free to contact me.

Sincerely,

*Richard A. Zurowski*

Richard A. Zurowski, SRA  
2003 Chapter President