

For all your appraisal needs in all 50 states call 1-800-771-5246

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2008 Dates to remember...

This list is not all-inclusive as some organizations have yet to firm up dates and locations.
We hope to see you there!

Nov 7 - 10 NAR Annual Conference
Orlando, FL

Nov 10 - 12 Valuation 2008
Las Vegas, NV
**Real Info will be exhibiting attending*

Nov 14 - 16 NAMB West Conference
Las Vegas, NV

*We thank
you for your
business!*



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ISSUE #124

INSIDE...



1 • welcome

2 • welcome (con't)
• quotes

3 • quotes (con't)
• free

4 • calendar of events

Publisher... Jim Kirchmeyer • Research... Tom Kirchmeyer, SRA • Editor... Janice Gregor

Welcome Back!

Kirchmeyer & Associates and Real-Info are back.

As I'm sure you have heard by now, Zaio Corp (Canada) has ceased all operations at Zaio Inc (US). All 3 offices in the US (Zaio's headquarters in Scottsdale, the photography office in Chicago, and the Zaio East office in Buffalo) were closed after business on Wed October 29, 2008. Despite extraordinary efforts and a great vision for the future of valuation, Zaio had no other option. Many factors, during one of the worst financial climates in US history, have proved insurmountable. Over 1 year ago, we sold our assets to Zaio because we believed in the vision. Personally, I still believe it is the future of the valuation space. But due to

to Zaio's inability to succeed in today's climate, we recently took possession of those same assets to help Zaio remove the debt and improve monthly cash flow. All of us here in Buffalo have done everything in our power to attempt to make Zaio succeed.

Reputation is everything. In the 14 years Kirchmeyer & Associates has operated in the appraisal industry, we would like to think that we have built one of the best reputations in the business. We have always looked after our clients, our appraisers and our employees; even when it was to our detri-

ment. It is our hope that this past year does not hurt that reputation.

I ask for your patience and understanding while the dust settles. The best appraisers will continue receiving orders from us, the best appraisers will always be paid for their completed orders on time. Our policy of paying appraisers approximately 30 days of order

receipt is still our policy.

That being said, we would like to inform

you that you will experience NO INTERRUPTION IN BUSINESS going forward. Your appraisal orders will be managed and assigned by

"Reputation is everything."

cont on page 2

the Kirchmeyer QC Team in Buffalo and all new appraisals going forward will be assigned, tracked, reviewed and delivered to our clients with the same exceptional quality, service and support that you have come to expect over the years.

We are the same friendly people you have been dealing with all along. Our office remains at 40 Gardenville Parkway, Suite 100, Buffalo, NY 14224 and our phone numbers are still 716-558-2800 and 800-771-5246. Our web addresses are www.kirchmeyer.com and www.real-info.com.

“No Interruption in business”

QUOTES

We did not ask, and you responded...

Some quotes after the recent news...

“Kirchmeyer before Zaio was solid with us and Kirchmeyer after Zaio is just as solid.”

“I also have been in business over 25 years as you have and treasure and protect my reputation. I visited the Zaio web site often over the years and watched their zone sale progress. When you joined, merged or were purchased by Zaio it gave them instant credibility in my mind. Hopefully Kirchmeyer goes on and continues to prosper. We have done several appraisals for your company and would be pleased to continue that relationship.”

“Sorry for the trouble you have been having but I am glad to hear Kirchmeyer will be back to the way it was! Still hanging tough down here and glad to refer you to the other small brokers hanging in looking for more personal attention especially with the forthcoming NY appraisal laws.”

“I missed working directly with Kirchmeyer...felt like friends with Kim and the gals for a long time!!”

“As someone who has openly complained in the past, allow me to verify that KA has done a terrific job of maintaining continuity through this sore period (up to and including a check that was EARLY this past week).”

“I called you guys and asked for the world and got it! This was with an extremely short time frame and ridiculous expectations that this needed to be done now. Kirchmeyer pulled it off again. I guess the expectations were not so ridiculous to the Kirchmeyer team. Thanks!!! You may have saved a customer and added a few more as this customer is a referral from an established customer and will send more business our way from a separate business unit. Now, I look like the hero!”

“I just wanted to let you and the rest of the staff know that I am very sorry to hear about Zaio. I was actually reading all about it the other day. I am very glad to know that Kirchmeyer and Associates will still continue to operate as it has done for many years and I know it will for many, many years to come. As the "notice" stated, the best appraisers will still get work, I do hope I am on your list of one of the best appraisers. If there is anything we can do to assist, please let us know. I am sure everything will be fine when the dust settles as Kirchmeyer and Associates is a good company and that will not change.”

“I would like you to know that we appreciate your continued support and look forward to many orders in the future. We will continue to provide quality appraisals within the shortest amount of time. We look forward to working with you.”

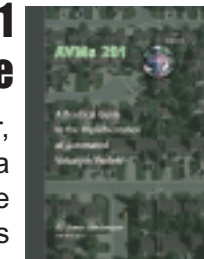
“I am truly grateful for Zaio allowing me to become a member of the Kirchmeyer appraiser roster. Working with your organization has been fantastic. All the staff members I have dealt with at Kirchmeyer have been professional and courteous at all times. All the case work I have performed for your organization has allowed me to follow USPAP to the “letter of the law”. I have been able to give up working directly with Mortgage brokers so I can focus more of my efforts towards the work that Kirchmeyer provides. I look forward to working with you and your staff for a long period of time and please let me know if I can provide any other feedback or assistance to the Kirchmeyer team.”

“Though I was not able to participate as a zone owner, I thank you for your courage and vision in attempting to create a truly new way of looking at the valuation services process. Though of little or no consolation to you at this time, I’m certain that because of your efforts, the seeds of your ideas will continue to germinate and we will see a metamorphosis of your ideas into future business models – a change in the industry you should be proud of for initiating. Please let me know if there is ever anything I can do for you as you start your next chapter.”

“We missed your personal touch... it's like having Capt Picard back at the helm. So welcome back!”

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Jim Kirchmeyer, provides a complete guide to AVMs



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