



Institute of Professional  
Auctioneers & Valuers



## AGM & ANNUAL CONFERENCE 2014

"IPAV Setting  
Professional  
Standards Today,  
Tomorrow  
and into the  
Future"

**MAY 9<sup>TH</sup> & 10<sup>TH</sup>**

## THE SANDHOUSE HOTEL

ROSSNOWLAGH BEACH  
ROSSNOWLAGH  
CO. DONEGAL





# PRESIDENT'S MESSAGE

Dear Member



I am delighted to invite you to attend the IPAV's AGM and Annual Conference 2014 which this year takes place in the wonderful setting of the Sandhouse Hotel on Rosssnowlagh Beach in Co. Donegal.

This year IPAV has put together another very interesting panel of speakers who I know you will find stimulating and beneficial to your day-to-day work as an estate agent.

This year we have selected as our Conference Facilitator and After Dinner guest speaker the well-known broadcaster and commentator Ivan Yates. Ivan needs no introduction to most of you and I know he is very much looking forward to meeting you all.

The Conference will be opened by the Minister for Small Business John Perry TD. In this role, Minister Perry is very familiar with the difficulties of running a small business and will have this as his theme in his remarks. IPAV has also asked the Minister to address the issue of the banks providing adequate finance to SMEs and we very much look forward to what he has to say.

Also tackling the topic of finance and notably mortgage finance, will be Jim O'Keeffe, Head of Home Mortgage Business at AIB who I am also delighted to welcome to the Conference.

One of IPAV's most significant achievements during the past year was the first awarding of Recognised European Valuer (REV) Certificates, to 62 IPAV members. Neither the Institute nor I can thank Pat Davitt enough for his foresight over the past two years on the way valuation standards would turn out. This is another major milestone for the professionalism of our Institute and John Hockey, Chairman of the TEGoVA Valuation Committee will be on hand to talk about the "Blue Book" which is central to our new valuation standards education programme.

As President I am again delighted to welcome back Claire Killeen from the National Association of Realtors in the United States. NAR is America's largest trade association, representing over one million members involved in the residential and commercial real estate industries. IPAV will be signing a Bilateral Agreement with NAR on the day, marking yet another significant achievement in IPAV's on-going development. Claire will speak about IPAV's recent connection to NAR's Property Portal and the advantages of this to IPAV members.

The Institute is of course aware of the continuing recession and its effects on the economic circumstances of members. Consequently, the main Conference seminar on Saturday afternoon is entirely free to all and I would encourage as many members as possible to attend at least part of the weekend. It is also a CPD event for all REV's.

The Conference weekend will begin, as usual, on Friday afternoon with our annual Irish Examiner Golf competition which takes place at Donegal Golf Club at Murvagh. Golfers will remember that our last outing there in 2010 was extremely enjoyable indeed.

For spouses and partners incoming President Keith Anderson and his wife Kathleen, have organised a special tour of Belleek Pottery as well as a waterbus tour of Donegal Bay on Saturday afternoon which promises to be most entertaining. I would like to thank Keith and Kathleen for their efforts in this regard.

Finally, I wish to thank everybody associated with making the weekend a success, especially all our sponsors and I look forward to meeting you in Rosssnowlagh on May 9th and 10th.

Best wishes

*Ronald Duff*  
President

## 43<sup>rd</sup> AGM & ANNUAL CONFERENCE 2014

### FRIDAY, MAY 9

12.00 noon

IRISH EXAMINER GOLF OUTING AT DONEGAL  
GOLF CLUB (TEE-OFF 12 NOON TO 1.15PM)

8.30pm

CABARET & BUFFET IN THE SANDHOUSE HOTEL

Presentation of Golf prizes

### SATURDAY, MAY 10

10.15am

DEPARTURE OF SPOUSES AND PARTNER'S DAY TOUR

11.00am

AGM (MEMBERS ONLY)

12.00 noon

(IPAV NATIONAL COUNCIL MEETING)

12.00 noon – 5.00pm

TRADE STAND EXHIBITION

12.30pm – 2.00pm

LUNCH

2.00pm – 5.00pm

CONFERENCE

5.00pm: Recess

7.15pm: Conference Reception

8.00pm: Conference Dinner

Guest Speaker:

*Ivan Yates, Broadcaster and commentator*

# IPAV CONFERENCE SCHEDULE 2014

*"Setting Professional Standards Today, Tomorrow and into the Future"*



Ivan Yates  
Chairman and MC

## 2.00pm: Keith Anderson MIPAV MCEI

Incoming President



Donegal native Keith Anderson will host IPAV's Annual Conference in Rosstown, Co. Donegal. Keith has been a member of National Council since 2008 and has served as Junior and Senior Vice-President. Tracing back his family's history in the business to 1897, Keith is the fifth generation of his family to practise as an auctioneer and estate agent and he worked for many years with his late father – Bobby. A keen sports enthusiast, Keith who played rugby for Donegal Town for many years, now enjoys football and the gym. Keith and Kathleen live outside Donegal Town with their two children John, 8 and Lucy 4.



2.15pm: John Perry TD  
Minister of State for Small Business



2.30pm: John Hockey MSc FRICS IRRV  
Adviser to the Board of TEGoVA & Chairman of EVS Board  
**THE INTRODUCTION OF THE BLUE BOOK**



2.45pm: Jim O'Keeffe  
Head of Home Mortgage Business at AIB  
**BANKS & MORTGAGES**



3.00pm: Claire Killeen  
National Association of Realtors President's Liaison to Ireland for 2013 & 2014  
**INTERNATIONAL RELATIONS**



3.15pm: Meryvn Cunningham & Phil McEnroe  
Co-Founders & Directors of SOGO Media  
**THE BENEFITS OF SOCIAL MEDIA TO THE AUCTIONEERING SECTOR;  
IPAV LEADING THE WAY**



3.30pm: Paul McNulty  
3D Issue: Digital Software Magazine  
**EFFECTIVE WAYS TO USE DIGITAL RESOURCES IN  
AUCTIONEERING AND REAL ESTATE**

3.45pm: Questions & Answers session



4.00pm: Pat Davitt FIPAV REV MCEI  
CEO, IPAV  
**CLOSING REMARKS**

## IVAN YATES, GUEST SPEAKER



Ivan Yates is a well-known broadcaster, commentator and a former politician. He was elected as a Fine Gael Deputy for Wexford at the 1981 general election. Aged 21 years and 8 months, Yates was the youngest member of the 22nd Dáil. He served on Fine Gael's Front Bench and was appointed Minister for Agriculture, Food and Forestry in the Rainbow Government between 1994 and 1997. He retired from politics in 2002.

Ivan Yates subsequently set up Celtic Bookmakers which rapidly expanded but went into receivership in January 2011. He subsequently took up a broadcasting career and currently co-presents the Newstalk Breakfast programme with Chris Donoghue. His autobiography entitled "Full On" will be published later this year.

## The Sandhouse Hotel Rosstownlagh



The Sandhouse Hotel, Donegal is a haven of relaxation and tranquility, the perfect combination of old world elegance and modern comfort, nestled away in a quiet corner of Donegal Bay in Ireland's romantic North West along the Wild Atlantic Way. Breathtaking sea views await you in this magnificent Manor House hotel, where you will hear the waves of the Atlantic breaking on Rosstownlagh beach and breathe in the fresh sea air as you stroll along the golden sand.

Guests have been welcomed to the Four Star Sandhouse Hotel for over fifty years and in that time the management have developed and maintained a tradition of excellence in all areas of hospitality and service. In recent years a New Marine Spa & an Award Winning Restaurant overlooking Donegal Bay have been introduced. These developments have married well into the old world feel to ensure guests enjoy a truly luxurious experience.

While there, guests can enjoy surfing, golf, swimming, horse-riding or a rejuvenating treat in the hotel's luxurious spa. This paradise is perfect for the health and well-being of mind, body and soul.

In March 2012, the current manager Paul Diver purchased the hotel after managing it for twenty years. This move guaranteed the long term future of The Sandhouse Hotel, as one of the top hotels in the North-West, as well as securing employment for its fifty local staff, some of whom have been here for over fifty years.

## Donegal Golf Club, Murvagh

Donegal Golf Club at Murvagh is an outstanding links golf course. Designed by the legendary course architect, Eddie Hackett, it is continually featured in the Golf World's Top 100 courses in Ireland and Great Britain.

## Spouses and Partners' Outing

This year Kathleen Anderson has organised a very interesting and stimulating outing on Saturday, May 10 for spouses and partners. There will be a visit to the renowned Belleek Pottery Visitor Centre & Museum, Belleek where a guided tour is arranged (see [www.belleek.com](http://www.belleek.com))

When you step into the world of Belleek Pottery you enter one of Northern Ireland's oldest and most fascinating attractions. Original and unique pieces are made using traditional methods passed down from generation to generation.

Established in 1857 Belleek Pottery holds a very special place in our cultural and commercial heritage. Nestling on the banks of the River Erne this imposing building is home to the world famous Belleek Fine Parian china and also to one of Ireland's top five visitor attractions.

After the visit to Belleek Pottery, the bus will return to Donegal Town Craft Village for light lunch.



In the afternoon participants will be given a cruise around Donegal Bay in the state of the art 160-seater Waterbus. There will be spectacular views of the seal colony on Seal Island, The Bluestack Mountains and Donegal Bay's many islands, with full commentary.

The Donegal Bay Waterbus trip lasts for approximately 1 hour and 15 minutes and includes a full commentary on the historical, natural and geographical sights on view from the vessel (see [www.donegalbaywaterbus.com](http://www.donegalbaywaterbus.com))

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