



Industry *insider*

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A MESSAGE FROM OUR PRESIDENT



AMANDA SHAW
President of AAM

Common Area Valuation

We have been asked several times over this last year whether it is necessary to convey common area tracts via a deed (e.g. quit claim or special warranty deed) to the applicable Association or if a recorded plat or map of dedication will serve the purpose of conveying the tracts, such that the tracts can then be consolidated for common area valuation (CAV) purposes.

According to the attorneys who assist AAM with the CAV process for the communities we manage, the Assessor will not accept a dedication or conveyance via a plat and will only recognize a conveyance of common area tracts via a recorded warranty or quitclaim deed.

Without the deed, the Assessor will not grant CAV, the Assessor will continue to value the tracts at market value

and the related tax bills will remain the responsibility of the Developer or Builder until the tracts are properly conveyed via recorded deeds.

Deeding the common area tracts to the Association will ensure that the Association is entitled to CAV and will help facilitate the CAV process so that the Developer or Builder is not stuck with paying unnecessarily high tax bills. It is also important to note that in Maricopa County, the Assessor will only grant CAV for a given tax year if the common area is conveyed to the Association by June 30 of that tax year. Thus, it is critical to ensure that common area tracts or parcels are conveyed to the Associations via a warranty or quitclaim deed as soon as possible, but certainly no later than June 30 of the applicable tax year.

Cornerstones of the Business

AAM is pleased to introduce four of its most recently promoted executive team members. They, along with the rest of their teammates, strive to deliver the highest level of professionalism and peace of mind to each of our clients.

Susan Platner is our vice president of community management. Since joining the company in 1999, Platner has served as a portfolio manager, trainer and an area manager. She was appointed to the management team as vice president of customer service in 2006 prior to being promoted to the role of vice president of community management in 2007. The bulk of her attention is focused on overseeing the company's portfolio managers and their assignments to the various communities AAM manages that do not require an onsite manager.

She has been active in the community management industry since 1997 and is a designated Certified Arizona Association Manager (CAAM) by the Arizona Association of Community Managers.

James LeDuc, AAM's vice president of on-site community management,

brings more than 30 years of community management experience to the AAM executive team. His career, which began in the '70s managing residential resort developments, includes oversight of large-scale master-planned communities and age-restricted communities.

Since joining AAM in 2003, LeDuc has put his extensive experience to work for the company. His duties as vice president of on-site community management include overseeing on-site community managers and their staffs at some of the most prestigious master-planned developments in the state, including Anthem, Province, Trilogy at Vistancia and Sun City Festival.

LeDuc completed his education in 1970 at the University of Maryland while serving as a Captain in the U.S. Army. He holds the Certified Arizona Association Manager (CAAM) designation by the Arizona Association of Community Managers.

Vicki Sears, AAM's vice president of customer service, is an 18-year real estate industry veteran. She joined AAM in 1998 and has served as the company's training manager, an area manager and most recently, as

director of community services. As vice president of customer service, she is responsible for ensuring that homeowner issues are handled effectively and efficiently.

Sears holds several professional designations, including CAAM (Certified Arizona Association Manager) from the Arizona Association of Community

Steen Stencil, vice president of development services, has been involved in property development, real estate and management for more than 20 years. Since she joined AAM in 1997, she has served as a community manager, on-site manager, area manager and most recently, director of special projects.

Stencil provides support, consultation services, education and training to our clients, as well as our managers.

Stencil holds a number of professional designations, including PCAM (Professional Community Association Manager) and AMS (Association Management Specialist) from the Community Association Institute, CAAM (Certified Arizona Association Manager) from the Arizona Association of Community Managers, as well as a degree in Criminal Justice.

TEAM SPOTLIGHT EXECUTIVE TEAM MEMBERS

News You Can Use

DEVELOPER TRAINING

Mark your calendars now and plan to join us for our quarterly developer training seminar:

TAX CONSOLIDATION

9 a.m. – 11 a.m.
Wednesday, February 6
AAM Corporate Office,
7740 N. 16th Street, Suite 300
Phoenix

Continental breakfast and coffee will be served. **To reserve your seat, please contact Gina Jerome at gjerome@AAMAZ.com or 602-288-2675.**

Did You Know


AAM RANKED ONE OF THE BEST PLACES TO WORK

Did you know that the *Phoenix Business Journal* recently ranked AAM as No. 7 out of 30 on its list of the Best Places to Work in Arizona in the medium-sized companies category? Hundreds of companies Valleywide competed for the honor, but only the best were selected.

Thank you to all our terrific employees, who give their all every day to make AAM not only a great place to work, but also a great company to do business with. **You're No. 1 in our book!**




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FAST FACTS Jordan Rose

Did you know that careful preparation can make all the difference in winning approval for your plans from a city council or planning and zoning board?

Jordan Rose, founder of Rose Law Group, a full-service business and real estate law practice, offers these Five Things You Should Know Before Heading into a City Council or P&Z Hearing:

1. Most importantly, know your audience. At a minimum, know a bit about what makes them tick, what their hot buttons are, where they come from and what they like to do. Ideally, have a professional relationship with the members of the board or council.
2. Have appropriate representation. Bringing a team of consultants and a full-blown Power Point

presentation may work for the big city, but it could send the wrong message in a rural community.

3. Know your neighbors, because the elected or appointed officials surely will. Who will have an interest in your matter? It is best that you should know ahead of time, because they surely will show up.
4. Anticipate and resolve all issues before going into the hearing room. Very seldom will you win a battle at the actual hearing. It's not like a court of law, where the person with the best argument wins. You win because you have worked out all the issues beforehand. Make matters easy for the public body.
5. Don't go it alone. Stick to the business you know best and don't be afraid to ask for help.

Industry Insider
An invaluable HOA information resource
for residential builders and developers