

# Call for EDUCATION SESSION PRESENTATIONS



IAAO is currently seeking conference proposals for the IAAO ANNUAL CONFERENCE to be held in Calgary, Alberta, Canada from October 13-16, 2026 that reflect innovative, cutting-edge content that stimulates and provokes discussion and audience engagement, and facilitates knowledge transfer and development of new competencies. Submissions are welcome from both seasoned professionals and those new to the profession.

**Topic areas are defined by the IAAO Body of Knowledge (BoK).** The BoK is a framework for defining the key knowledge, skills, and subskills for the mass appraisal profession. Submissions should relate to one or more BoK areas but are not limited to the listed topics. Practical Assessment Review sessions (formerly *Back to Basics*) and presentations incorporating new technologies or unique learning experiences are encouraged.

Sessions that provide unique experiences are preferred. Based on attendee feedback, sessions of particular interest include sustainability, disaster response, leadership, GIS, AI, and the valuation of complex commercial, special-use, or tangible personal property.

Business Partners are required to collaborate with assessment clientele when submitting presentations on best practices; however, all presentations must remain educational and refrain from promoting specific products or services.

## PROPOSAL PROCESS AND SELECTION CRITERIA

**Peer Review:** Submissions are reviewed by the Conference Content Committee appointed by the 2026 IAAO President and President-Elect.

**Evaluation:** All submissions must be completed in their entirety and are evaluated on each of the following criteria:

- Topic and how it relates to the assessment/appraisal profession
- A minimum of three practical learning outcomes
- Interactive Learning/Presentation Format
- Overall focus and goal of the session

## DATES TO KNOW

Call for presentations  
deadline:

**JAN 31, 2026**

Presentation selection  
notification:

**APRIL 15, 2026**

For state CEU applications—  
all presenter biographies  
& a timed outline of the  
presentation due:

**JULY 13, 2026**

Final PowerPoint  
Presentation due:

**SEPT 14, 2026**



Submission Deadline: **JANUARY 31, 2026**

# SUBMISSION AREAS

*\* Subjects with an asterisk will be given priority selection by the Committee.*



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## **BOK 1. Working with the Legal Framework**

This Knowledge Area includes skills related to the legal basis for assessment and valuation, reassessment and reappraisal cycles, property tax base, exemptions, and taxation.

- USPAP and the assessor
- Aligning office practices with statutes and rules
- Exemptions
- Assessment caps/Tax limitations
- Ownership transfers—wills and trusts
- Recent court decisions and legislative update
- Short term rentals legal impacts
- Highest & best use
- Legal implications of virtual inspections
- How to advocate with state legislators
- Case law research
- Unusual cases and appeals

## **BOK 2. Collecting and Maintaining Property Data**

This Knowledge Area includes skills related to managing information necessary to the valuation of property, including ownership, transfers, identification, description, and related data management.

- Cap rate development
- Defining neighborhoods and market areas
- Value of physical inspections
- Collecting market rates
- How to encourage submission of data
- Paper to digital for property data
- Desktop review—the power of data resources
- The power of data resources
- Optimizing data collection & maintenance
- Mobile data collection
- Virtual inspections
- Resources/tools for collecting market data & trends
- Using drones for gathering data
- Artificial intelligence / Machine learning\*
- Complicated deed transfers
- Record keeping best practices
- Nondisclosure states best practices

## **BOK 3. Developing and Managing Cadastral Data**

This Knowledge Area identifies the skills required to effectively develop, manage, implement, and administer a robust Cadastral System, both digital and printed versions.

- The role of GIS in the assessment office
- Data analysis and modeling through mapping\*
- Value added from GIS data
- Integrating GIS/CAMA/TAX
- 3-D modeling at the unit level
- Establishing quality control methods
- Utilizing GIS for data visualization\*
- The role of GIS in property inspection
- Geospatial analysis

 **Submit Proposals at [IAAO.ORG/CALGARY26](https://IAAO.ORG/CALGARY26)** 





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## BOK 4. Appraising Property

This Knowledge Area includes skills related to discovering property, developing and reporting property value, mass appraisal and single property appraisal, using the three approaches to value, land valuation, and value reconciliation, while considering specific property types.

- Housing (affordable, subsidized, assisted living, mobile/manufactured, apartments, etc)
- Minerals—mining, drilling and fracking
- Valuing land in built-out communities
- Modeling
- AVM's, regression and statistical analysis
- Tangible personal property (machinery & equipment, aircraft, leasehold improvements, furniture and fixtures, etc)\*
- Utility/Linear property
- Billboards
- Agriculture (farmland, hydroponic, crop rates, tourism, apiculture, aquaculture, cattle operations, row crops, etc)\*
- Identify and analyze relevant general, economic and market data
- Business enterprise value
- How contamination affects value\*
- Power Business Intelligence (BI)
- Condo valuation
- Special use or complex properties\*
  - Power plants
  - Marijuana facilities—growing, processing & dispensing
  - Warehouses and industrials
  - Data warehouses
  - Water resources/water treatment plants
  - Breweries
  - Short term rentals—Airbnb, Bed & Breakfast
  - Fuel storage facilities
  - Parking structures
  - Pipelines
  - Manufactured home parks/RV parks
  - Amusement parks
  - Golf courses
  - Casinos

## BOK 5. Leading and Managing the Assessment Office

This Knowledge Area is concerned with assessment administration and includes skills related to leadership and management, such as planning, organizing, directing, and controlling.

- Effective communication skills
- Recruitment/Staffing/Employee retention\*
- De-escalation tactics
- Creating safe & inclusive workspace
- Designation programs
- Multi-generation integration
- Managing and influencing office culture
- Succession planning\*
- Work/life balance
- Developing performance metrics
- Budgeting/financial best practices
- HR challenges in the assessment office
- Preparing for the next crisis
- Management best practices
- Developing leadership qualities
- Managing the remote workforce
- Staff training & development — available tools and resources
- Staff motivation and recognition
- Coaching and mentoring\*
- Team culture\*
- Neurodiversity\*
- Change management
- Artificial intelligence in the office
- HR challenges in the assessor's office

## BOK 6. Managing Complaints and Appeals

This Knowledge Area is concerned with inquiries, complaints, and valuation/assessment appeals.

- Analyzing fee appraisals
- Dispute resolution\*
- Appeal litigation & strategy\*
- Defending value—single property vs mass appraisal
- Using depositions to your advantage
- Virtual/In-person hearings
- Expert witness tips and tricks
- Appeal evidence

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**IAAO**

INTERNATIONAL ASSOCIATION  
of ASSESSING OFFICERS

*Valuing the World*

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## BOK 7. Managing Public Relations and Communications

This Knowledge Area focuses on communicating with the public, government stakeholders, and the media.

- Social media influences on the profession
- Social media best practices
- Disinformation
- Open access to public records (data transparency)
- Web-based interaction with property owners/self service website
- Educate the public on the appeals process
- Diversity, equity and inclusion awareness and education
- How to communicate with your elected officials
- Communicating with other government agencies and partners
- Communication with the media
- Public appearances/interviews
- Townhalls/community meetings
- Public outreach
- Community advocacy/betterment
- Advocacy of the profession
- Developing, evaluating, or updating your public relations plan
- Public relations best practices

## BOK 8. Oversight and Compliance Review

This Knowledge Area deals with the skills necessary for audit, oversight, and compliance reviews at a macro level (i.e., State/Province/National).

- Department of Revenue role in assessment—similarities/differences in various states
- Monitoring the performance of local assessors and property tax officials
- Setting standards and specifications
- Ratio studies
- Horizontal & vertical equity
- Auditing the assessor
- Oversight agencies and their role in the appeal process
- Assessing and implementing legislative changes
- Addressing racial disparity issues
- Assessment vs. tax implication
- Valuation Bias\*
- Preparing annual reports

## PRACTICAL ASSESSMENT REVIEW\* [formerly called Back to Basics]

This education track provides an intro to the skills and knowledge needed to grow as an assessor.

- Assessment cycle
- Policies and procedures
- Cost approach basics (building classification, construction quality, depreciation, interpreting cost manuals)
- Intro to income approach
- Sales Comparison (finding & selecting comparables (quality over quantity), determining adjustments from the market, subjective vs. objective judgements)
- Best practices
- Intro to unique property valuation

## HOT TOPICS

This education track includes current hot topics that are in high demand based on previous attendee feedback.

- Emerging technology
- Green incentives in taxation
- Green infrastructure
- Solar, wind, and renewable
- Water rights
- Valuation challenges in tangible personal property
- National and global events
- Zoning regulations
- Special use properties
- Evolving IAAO Standards
- Virtual inspections
- Responding to natural disasters

**Presentations on other topics related to the BOK are also encouraged.**

Submit Proposals at [IAAO.ORG/CALGARY26](https://IAAO.ORG/CALGARY26)



# Rules of ENGAGEMENT



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## Submit presentations using the online form.

Upon submitting a presentation, you will receive an automatic confirmation for your records. Remember to complete ALL fields within the submission form. All fields contain pertinent information for the selection of potential sessions. Failure to complete ALL fields may prevent your submission from being considered.

## Describe your presentation.

**Submit a 2-3 minute video** describing your presentation.

## Limit to two submissions.

IAAO is looking for diversity of thought. Presenters should be listed on no more than two submissions.

## List the primary point of contact.

The person submitting the proposal is considered the primary point of contact. This individual receives communications and is responsible for sharing information with any co-presenters. Provide the biography of this person at the time of submission.

## List all presenters at the time of submission.

Information needed will be name, professional designations, jurisdiction or company and email address. Biographical information will be requested after acceptance and per the timeline.

## Limit to the number of presenters in each session.

Each session has a limit of three presenters. Only three speaker discounts will be available per session.

## Use clear, appropriate, error-free language.

Proposals must include a concise title limited to 12 words, a persuasive short description of no more than 50 words suitable for publication, and a detailed description not exceeding 200 words. Each submission should also provide three clearly defined learning objectives providing an explanation of how attendees will be able to apply the information to their professional practice and a description of planned methods for audience engagement. Please note that IAAO may edit titles and short descriptions for clarity and marketing purposes.

## Don't underestimate the importance of instructional flow/design.

Adult learning theory suggests that the best learning environments are the ones that are collaborative and use a problem-based approach. For example, what is the problem you are addressing? What solutions will you provide? What skills are needed?

## Register for the conference.

Presenter registration discounts may be available for up to THREE PRESENTERS per accepted submission. Presenters participating exclusively in their own session may be granted a registration waiver; this waiver excludes access to all other conference sessions and events. Limited scholarship opportunities may also be available; additional details are available on the IAAO website. As funds are limited, scholarship applications should be submitted early in 2026. Please note that other potential registration discounts (such as those available to exhibitors) take precedence.

## Submit a final presentation.

Presenters are expected to submit a slide (PowerPoint) presentation using the 2026 IAAO Slide Template by September 14, 2026.

## Participate in available presenter training.

IAAO's Speaker PREP video series can be viewed at [iaao.org/speakerprep](https://iaao.org/speakerprep)

  
**Submission Deadline:**  
**JANUARY 31, 2026**  


