

Going Concern Valuation is for real estate appraisers, lenders, assessors, and eminent domain professionals. It is a *hands-on* seminar that synthesizes the latest thinking and methodologies for valuing properties that are integrated with a Going Concern. The course presents the topic from its historical perspective through the current situation. The notion of Going Concern value is offered from several viewpoints including the appraisers' considerations, the lenders concerns, assessors' perception, and it addresses the issue from the eminent domain professionals' interest in the light of *Kelo v. New London*. The course shows how the various elements of a going concern affect each of these professions and assists the professional in comprehended this intricate idea.



L. Deane Wilson, ASA is the instructor and developer of the course. Mr. Wilson has taught every level appraisal course both nationally and internationally. He has authored and developed many appraisal courses and seminars, spoken at major appraisal conferences, as well written numerous articles on appraisal issues. He is the founder of the Blackwell Institute for the Study of Land Use Ethics, and a Partner and Chief Appraiser of The Blackwell Group. He graduated from BIOLA University with a Bachelor of Science degree in Organizational Leadership, and has a Special Major Masters Degree from California State University, Sacramento, in Land Use Ethics.

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# Going Concern



## Valuation for

real estate appraisers,  
lenders, assessors,  
& eminent domain professionals



# Going Concern Valuations for Real Estate Appraisers, Lenders, assessors, & eminent domain professionals

At the end of this course, participants will be able to:

- ✓ Understand the concept of a going concern valuation
- ✓ Recognize their obligations to state laws & USPAP
- ✓ Distinguish the difference between business appraising and real estate appraising
- ✓ Know the current terminology surrounding going concerns
- ✓ Understand the fundamental principles underpinning going concern valuations
- ✓ Develop applicable analyses
- ✓ Utilize Discernment Rules
- ✓ Determine properties that are candidates for going concern valuations
- ✓ Learn other writers notions & ideas about valuing going concerns
- ✓ Apply all the current techniques & methodologies used in developing going concern valuations
- ✓ Be able to defend their conclusions
- ✓ Be introduced to valuing small businesses
- ✓ Solve case studies
- ✓ Support value conclusions
- ✓ Explore backdoor testing of conclusions
- ✓ Identify and utilize all available resources

Some of the properties that are candidates for going concern valuation can include:

- ◆ Car washes
- ◆ Gas stations
- ◆ Restaurants
- ◆ Movie theaters
- ◆ Mobile home parks
- ◆ Golf courses
- ◆ Special purpose properties
- ◆ and many others

Detailed investigation, discussion, and valuation techniques of the various other components typically included in a going concern valuation such as, personal property, trade fixtures, and intangible items, are covered in the course. Covered are items such as furniture, fixtures, and equipment, , business enterprise, inventory, tangible and intangible elements including goodwill.

*Newly introduced to the topic are "Discernment Rules."*

Additionally, a precise integration of the underlying principles necessary for going concern to have value.

Obligations to current laws and USPAP are reviewed as well as a complete look at all applicable terminology..

Several case studies are presented that have been extracted from actual appraisal assignments