

FAQs

Valuation of the Components of A Business Enterprise Professional Development Program (4/24/12)

Participants who complete courses in the *Valuation of the Components of a Business Enterprise Professional Development Program* may represent that they have completed the program's curriculum and passed the examinations. Participants may not represent themselves as having a specialization, certification, competency, or expertise based solely on the successful completion of the program. The program provider does not assume any duty to the public for the services provided by program participants, or any other person or entity.

Q. Which courses are in the *Valuation of the Components of a Business Enterprise Professional Development Program*?

- A. Only one two-day course is in the program at this time. Additional courses will be developed and added to the program in the future.
- *Fundamentals of Separating Real, Personal Property, and Intangible Business Assets*

Q. Must I be an Appraisal Institute Designated Member to attend the courses in the *Valuation of the Components of a Business Enterprise Professional Development Program*?

- A. Anyone may take the courses in the *Valuation the Components of a Business Enterprise* program. Only Appraisal Institute Designated Members, however, will be placed on the *Valuation of the Components of a Business Enterprise* Registry. Everyone will receive a certificate of completion for attending and passing the course.

Q. When additional courses are added to the *Valuation of the Components of a Business Enterprise Program*, do I need to take them to stay on the Registry?

- A. From time to time, the Education Committee of the Appraisal Institute will assess if additional courses need to be added professional development programs. If one or more courses are added to the program, you will be notified in advance. When the course or courses become available, an asterisk will be placed by your name on the Registry to reflect that while you have taken and passed the first courses in the program, you haven't taken the courses recently added to the Program. Once you have taken and passed the additional required course/s, the asterisk will be removed.

Q. Several years ago, I took Course 800, *Separating Real and Personal Property from Intangible Business Assets*. Is the new course different from Course 800?

- A. The new course is an updated version of Course 800. Generally, the concepts are similar but case studies have been changed.

Q. If Course 800 is not significantly different than the new course, will it count as *Fundamentals of Separating Real, Personal Property, and Intangible Business Assets* in the professional development program?

A. Yes. If you successfully completed Course 800, you will be placed on the *Valuation of the Components of a Business Enterprise* Professional Development Program Registry.

Q. If I attended Course 800 but did not take the exam, may I challenge the exam in order to be placed on the *Valuation of the Components of a Business Enterprise* Registry?

A. If you attended Course 800 but did not pass the exam, you may challenge the *Fundamentals of Separating Real, Personal Property, and Intangible Business Assets*' exam. If you pass the exam, you will be placed on the Registry.

Q. What is the *Valuation of the Components of a Business Enterprise* Professional Development Registry?

A. The Professional Development Program Registry is located on the Appraisal Institute's Web site. It lists the names of Designated Members who have successfully completed (attended and passed the exam) the course/s in the *Valuation of the Components of a Business Enterprise* professional development program. Placement on the Registry shows potential clients and employers that these members have obtained knowledge on this specialized topic.

Q. In addition to real estate appraisers, who else would find value in taking one or more of the courses in this program?

A. Tax representatives, attorneys, property owners who deal with separating the value of real property from tangible and intangible personalty.

Q. If I am a Designated Member and I want my name placed on the Registry, may I challenge the exams without attending the course/s?

A. No. You must attend the courses and pass the exams.

Q. If I become a Designated Member after I have taken and passed the course/s in the *Valuation of the Components of a Business Enterprise* program, will I be placed on the Registry?

A. Yes. Contact BVRegistry@appraisalinstitute.org. Include your name and state in the subject line of your e-mail. Staff will review your files and process the appropriate paperwork.

Q. Is this program approved for qualifying education (QE) credit?

A. No. Because the content in this program is advanced, it is only approved for continuing education (CE) credit. The courses in the program have been approved for state CE and AI CE.

Q. Does this course satisfy the ACE (Advanced Continuing Education) Appraisal Institute requirement?

A. Yes. This course satisfies ACE requirement for MAI, SRPA, SREA, RM, or SRA Designated and general or residential Associate members. You may not repeat the course in any subsequent continuing education cycle unless it has been substantially revised, as determined by the Admissions and Designation Qualifications Committee.

Q. Effective Oct. 1, 2011, the SBA updated its appraisal policies relative to business valuation requirements and going concern appraisals when there are changes in ownership. (http://www.sba.gov/sites/default/files/SOP%2050%2010%205%28D%29%20%289-15-11%29%20clean_0.pdf). Real property appraisers who do not hold a business valuation designation must complete a course on allocation for going concern appraisals when there is a change in ownership and the amount loaned on the business component is greater than \$250,000. Will *Fundamentals of Separating Real Property, Personal Property, and Intangible Business Assets* be accepted by the SBA as fulfilling its new education requirement?

A. Yes, the Appraisal Institute course is the only course recognized by the SBA for this particular type of appraisal assignment (see p. 191 of SOP 50 10 5 (D) *Lender and Development Company Loan Programs* http://www.sba.gov/sites/default/files/SOP%2050%2010%205%28D%29%20%289-15-11%29%20clean_0.pdf). Participants who have taken the course and passed the exam will be placed on the SBA *Going Concern* Registry located on the Appraisal Institute's Web site.

Q. Will the previous Course 800, *Separating Real and Personal Property from Intangible Business Assets*, be accepted by the SBA as fulfilling its new education requirement?

A. Yes. Successful completion of Course 800 will meet the SBA's education requirement. Participants who took the course and passed the exam have been placed on an *SBA Going Concern* Registry located on the Appraisal Institute's Web site.

Q. How is the *SBA Going Concern* Registry different from the *Valuation of the Components of a Business Enterprise Professional Development Program* Registry?

A. Anyone who has completed and passed the exam for the 800 course or the new course will be placed on the *SBA Going Concern* Registry. Only designated members will be placed on the *Valuation of the Components of a Business Enterprise Professional Development Program's* Registry. Additional business enterprise courses will be developed for the *Valuation of the Components of a Business Enterprise Professional Development Program* which will expand designated members' knowledge base on the topic.