

Fundamentals of Separating Real, Personal Property, and Intangible Business Assets

Date: **April 18 - 19, 2012** Location: **St. Paul, MN**

Course

Category	Other [Oth]
Attendance Hours	14.0
Exam Hours	1.0
Current Price	\$ 375.00 Member \$ 425.00 Regular
Note Please register early	After Apr 06, 2012 \$ 50.00 Late Fee

Location

Name	Continuing Education & Conference Center, University of MN
Address	1890 Buford Ave.
City	St. Paul
State	MN
Zip	55108

Sponsor / Contact

Chapter	North Star
Website	www.northstarai.org
Contact Name	Maribelle Cushman
Email	maribellec@aol.com
Phone	(651) 633-0676

Instructor

Kerry M. Jorgensen, MAI

[Click Here](#) to check state approvals

Description

This course provides the theoretical and analytical framework for separating the tangible and intangible assets of operating properties.

Through discussion, lecture, readings, and case studies, participants will apply the theory of the firm and the concept of economic profit to the solution of problems related to ad valorem taxation, eminent domain, loan underwriting, and transaction price allocation.

An overview of business valuation procedures and a clarification of real estate and business valuation terminology will be provided. Finally, participants will learn about allocating real estate, personal property, and intangible asset values.

Upon completion of the course, participants will be able to:

- Recognize operating properties as distinct from pure space properties.
- Recognize when the scope of work requires the separation of various kinds of assets to produce a credible appraisal.
- Understand the concepts, terminologies, and economic principles that underlie the asset claims to the revenue stream .
- Understand the terminology relevant to separating asset values and the roots of that terminology in accounting, business valuation, and valuation for financial reporting.
- Understand the complexity of valuing a property as it relates to appraisal problems, separating asset values, valuation for financial reporting.
- Understand the legal foundations for property rights.
- Identify when there is a need to work with a professional in another field, such as a business or tangible personal property valuers.
- Recognize the methodology.
- Objectively articulate the various issues that are considered controversial and unresolved.
- Understand the parallels between the business valuation methodologies and real property valuations.

Required Text

A Business Enterprise Value Anthology, 2nd Edition (2011) IS REQUIRED FOR THIS COURSE.

Recommended Text

Intellectual Property: Valuation, Exploitation, and Infringement Damages, Gordon V. Smith and Russel L. Parr, Wiley & Sons, Hoboken, NJ (available via the Wiley bookstore by clicking [here](#))

Note. This is the first of additional courses that will be developed in the *Valuation of the Components of a Business Enterprise* Professional Development Program. For more information about the program, please [click here](#).

Note. Effective October 1, 2011, the SBA updated their appraisal policies relative to going concern appraisals. For more information about the SBA's new requirement, please [click here](#).

Downloads

- [Overview/Table of Contents](#) [PDF]
- [Schedule](#) [PDF]

Audience

Appraisers, tax representatives, attorneys, and property owners who deal with separating the value of real property from tangible and intangible personal property.

Equipment

HP-12C calculator

Prerequisites

None

Required

- [A Business Enterprise Value Anthology, 2nd ed.](#)

Disclaimer

Cancellation Policy

- Up To 15 days prior to program start date, refund in full.
- 2 - 14 days prior to program start date, \$50.00 cancellation fee.
- Less than 2 days prior to program start date, forfeit of payment.

Program Material Policy

Beginning 4 weeks before the offering start date, program material will be shipped directly to the student. If this material has been shipped and you request a registration cancellation, you will automatically be charged a \$25.00 fee and you may keep the material. Once the fee is charged, your refund will be processed. Material returns are no longer accepted. Contact the offering sponsor for more information.

- Cancel Offering, \$25.00 material fee.

ENROLLMENT: Enrollment is on a first-come, first served basis. If the event is filled, a waiting list will be retained. The North Star Chapter reserves the rights to cancel, limit, or reschedule this event if the minimum enrollment level is not reached, and to change faculty assignments and facility locations at any time. Prospective students should confirm their registration with the Chapter office before making any nonrefundable airline reservations.

ATTENDANCE: The North Star Chapter and the Appraisal Institute enforce attendance requirements mandated by state licensing and certification regulatory agencies. One hundred percent (100%) attendance is required for all Appraisal Institute education programs. The Appraisal Institute issues certificates for State Certification/Licensing or State Continuing Education credit that verify successful completion and attendance of 100%. Students should not be late or leave early; if they are late or leave early, they will not receive credit. This follows Appraiser Qualification Board minimum criteria requirements.

PROGRAM MATERIAL POLICY: Beginning four weeks before the course start date, program materials will be shipped to the student. If you do not receive your materials within five business days of the start date, PLEASE NOTIFY the North Star Chapter office immediately. All students must bring their materials with them to class; there will be NO EXTRA's available.

ADA POLICY: If you have a disability and may require some accommodation at any event, please notify us in writing at

least 2 weeks in advance and we will arrange for reasonable accommodations.

CANCELLATION: PLEASE READ CAREFULLY.

The North Star Chapter charges a \$50 cancellation fee.

If you cancel less than 48 hours before the start of the course or seminar you will receive NO REFUND. All cancellations must be submitted in writing to the Chapter Office in order to receive a refund. Confirmed students should not assume that cancellation has been granted until a confirmation has been received. Direct your e-mail requests to: maribellec@aol.com or fax: 651.633.5956.

If you cancel there is an additional \$25 material charge from the national office. You do not return course materials any longer.

Program materials will be shipped directly to the student. If you do not receive your materials within 5 days before the offering start date, please call the sponsor to inform them.

Additional Information

Course Schedule:

April 18 - 8:00 am – 8:30 am - Registration; 8:30 am – 5:00 pm Lecture;

April 19 - 8:30 am - 4:00 pm Lecture; 4:00 pm - 5:00 pm – Exam

The Fees include Instruction, Course Materials, Coffee Breaks and Lunch.

Credit: Appraisal Institute Continuing Education Credit: full attendance at the Course and completion of the exam: 15 Hours.

State of Minnesota: 15 Hours of Continuing Education with exam; 14 Hours of CE without exam have been applied for. Real Estate CE and Assessor CEUs will be applied for.

All courses and seminars will be held at the Continuing Education and Conference Center, 1890 Buford Ave., St. Paul, MN 5510

Hotel Information: Contact any of the following hotels and indicate you are attending a University of Minnesota course to receive a discounted rate.

- Radisson Hotel – Roseville: 651.636.4567 or toll free: 800.333.3333 www.radisson.com/rosevillemn (The Radisson has complimentary shuttle service available to the Continuing Education and Conference Center, if you request the shuttle service when you make your reservation.)

<http://marriott.com/property/propertypage/SACFR>

- Holiday Inn Express – 651.636.5800 - Shuttle service is available - please request when you make your reservation. 800-456-4000

- Ramada Plaza, 1330 Industrial Blvd., Mpls., MN 55413, 612-331-1900 – Shuttle service is available - please request when you make your reservation.

- Fairfield Inn – 651.636.7869 (or 1-800-228-2800 telling them you would like reservations at the Roseville, MN Fairfield Inn) <http://marriott.com/property/propertypage/SACFR>

- St. Paul-Days Inn Roseville – 651.636.5966

- Radisson Hotel Metrodome – 612.379.8888

Hotel Information can be found on the website at www.northstarai.org under the education link, pull down menu, “where can I stay”.

Please contact Maribelle: maribellec@aol.com 651.633-0676 if you have any questions or need assistance.

North Star Chapter office: 651.633.0676 FX: 651.633.5956

- [Map](#)

- [Directions](#)

North Star Chapter – Appraisal Institute

Presents:

Fundamentals of Separating Real Property, Personal Property And Intangible Business Assets April 18-19, 2012

Continuing Education and Conference Center
University of MN – St. Paul Campus
1890 Buford Avenue, St. Paul, MN 55108
612-624-3275

15 CE Hours with Exam

Please check you Appraisal Institute Membership status, or check Non-Member

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E-Mail: _____ State Lic. #: _____

Fees: Fundamentals of Separating Real Property, Personal Property and Intangible Business Assets (fees include- Course materials, Instruction, Lunch and breaks)

April 18 Registration: 8:00 a.m. – Class Lecture: 8:30 a.m. – 5:00 p.m.
April 19 Class Lecture: 8:30 a.m. – 4:00 p.m. Exam: 4:00 p.m. – 5:00 p.m.

Member Appraisal Institute	\$ 375.00 Without Required Book	\$ _____
	\$ 420.00 Pkg. Price With Required Book	
Non-Member	\$ 425.00 Without Required Book	\$ _____
	\$ 470.00 Pkg. Price With Required Book	
Late Fee	\$ 50.00 (after April 6)	\$ _____
	Total Due	\$ _____

Method of Payment: Check payable to Appraisal Institute _____ Visa _____ MasterCard _____

Credit Card # _____ Expiration Date _____

Billing Address _____

Name on Card: _____

Signature: _____

*** Register Early as Seating is Limited ***

Please complete and return with payment to: North Star Chapter – Appraisal Institute
1265 Josephine Road, Roseville, MN 55113

Credit card payments may be called in to 651.633.0676 or faxed to 651-633-5956 or

register online: www.northstarai.org/education