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Going Concern Appraisals: Understanding Allocation of Tangible and Intangible Assets



American Bankers Association (ABA)/Appraisal Institute (AI) Telephone Briefing

Tuesday, December 6, 2011 — 1:00 - 3:00 p.m.

Wisconsin Chapter of the Appraisal Institute Office
11801 W. Silver Spring Drive, Suite 200, Milwaukee, WI 53225
Phone: 414-271-6858

This live, joint American Bankers Association/Appraisal Institute presentation will highlight examiner expectations pursuant to the Interagency Appraisal and Evaluation Guidelines and new policies from the Small Business Administration regarding going concern appraisals. Participants will hear from industry experts providing an overview and case studies illustrating commonly used methods and techniques by real estate appraisers, as well as how bank appraisal departments understand and view this important safety and soundness issue.

What You'll Learn:

- Federal bank examiner expectations for real estate lending involving going concerns, such as nursing homes, hotels, motels and convenience stores
- Examiner expectations of special purpose property loans held in portfolio
- Expectations of the Small Business Administration of lenders and appraisers when making small business loans on special purpose properties
- Fundamental appraisal principles when allocating real property, personal property and intangible assets
- Case studies illustrating commonly used appraisal methods and techniques
- Current issues of bank appraisal departments and review procedures regarding going concern appraisals

SPEAKERS:

Robert L. Parson, Appraisal Policy Specialist, Credit and Market Risk, Office of the Comptroller of the Currency, Washington, DC
Charles Bissell, MAI, CRE, National Practice Leader, Integra Realty Resources – DFW Seniors Housing and Health Care Specialty Practice, Richardson, TX
Ken Dicks, MAI, Senior Real Estate Appraiser, Sovereign Bank, Boston, MA
James Hammersley, Deputy Assistant Administrator, Small Business Administration Office of Policy and Strategic Planning, Washington, DC
Robert Seiwert, Senior Vice President, Center for Commercial Lending and Business Banking, American Bankers Association, Washington, DC (moderator)

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All reservations must be received by December 2, 2011. No refunds will be given after this date.

Send to: WCAI — 11801 W. Silver Spring Dr., Suite 200 — Milwaukee, WI 53225
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