



**THE INSTITUTE OF BUSINESS APPRAISERS, INC.**

# Business Appraisal Practice

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## **Book Reviews for Business Appraisers: *The Handbook of Business Valuation and Intellectual Property Analysis***

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*Shawn M. Hyde, CBA*

What can be said about this book except that Robert Reilly & Robert Schweihs have done it again. They have compiled a collection of explanatory works covering a wide array of specific issues that either have not been covered in previous publications or go into greater detail with updated information. Some certain topics from previous books have been revisited and new ideas on how to deal with these appraisal issues have been presented.

With the advent of FASB 141 and 142, sections IV, V, and VI of this book which cover topics ranging from the various methods available to an appraiser to how to deal with various Transfer Price issues to an “Intellectual Property Economic Damages Case Study”, make this book a much needed addition to any appraiser being asked to value intangible assets.

Some additional topics covered in this book are entitled as follows:

- The Discount for Lack of Control and the Ownership Control Premium – A Matter of Economics, Not Averages
- Valuation of C Corporations Having Built-in Gains
- Fairness Opinions: Common Errors and Omissions
- Valuing a Canadian Business for a U.S. Purchaser: Canadian Laws to Be Considered
- Health Care Entity Valuation
- Differences between Economic Damages Analysis and Business Valuation

These topics are just the top of the barrel, as I mentioned previously, there are three more sections of the book that deal exclusively with the valuation of intellectual property, with a variety of case studies. The authors of the various sections of this book are obviously on the top of their game and present their ideas and thoughts with purpose and clarity.

The book’s advertising flyer that many of you have likely already seen states that it has been “written for seasoned professionals and beginners alike”. Obviously, anything Reilly and Schweihs put out will be for the benefit of experienced appraisers and I don’t doubt that this book will find itself in many a footnote in some of the big guns reports. However, I am a new Certified Business Appraiser, having been awarded my certification near the end of 2003. I am one of those beginners mentioned in the advertisement. The book is good. There are certain topics that are just over my head, but for the most part this book goes into enough detail, that I’m satisfied with the read and what I’ve learned.

The Handbook of Business Valuation and Intellectual Property Analysis is definitely one of those textbooks any business appraiser should be familiar with and have access to.

Shawn M. Hyde, CBA is Vice President of Hyde Valuations, Inc., a business and real estate appraisal firm with offices in both Boise and Parma, Idaho. His firm is also a member of the National Business Valuation Group network.