

# Before You Buy Sell Or Value Machinery And Equipment... Learn What You Need To Know.

## Why Trust The Value Of Your Business And Equipment To Just Anyone?

Some business owners don't know what the value of their business is really worth. Unfortunately, some business owners arrive at the value of their business by using tax returns, depreciation schedules or financial statements prepared for tax purposes as the only financial presentation of their business. But, you should know book value is not the same as true "fair market value". While "book values" may be good for tax purposes, tax returns, and financial statements they do not reflect years of hard work nor do they show the entire value of the business and its assets. If the business is profitable, there exists a value for goodwill. Some people would call this "Blue Sky". While Blue Sky cannot be justified by buyers or lenders, goodwill can be computed and justified.

Business owners need a value they can rely upon that will hold up to scrutiny with lenders, buyers, IRS, courts and others. That's why it makes perfect business and financial sense to call upon the skilled professionals at Industry Appraisals, LLC. who are Certified. You can rely on a substantiated and defensible value of your business that will hold up to scrutiny.



## Find Out If You Need An Appraisal

If you can answer **YES** to any of the following business situations, you absolutely need an independent third party appraisal. Obtaining a Certified Appraisal from a Certified Machinery, Equipment and Personal Property Appraiser (CMEA) will provide you with a substantiated and defensible value.

- Buy/Sell Agreements
- Converting From C To S Corp
- Loans
- Leases
- Insurable Value
- Foreclosures
- FASB 141 & 142
- Sarbanes Oxley
- Divorce Settlements
- Mergers and Acquisitions
- Litigation Support
- Trust and Estate Planning
- Partnership Dissolution
- Gift Estate Planning
- 1031 Exchanges
- Retirement Planning

## The Problem With Surface Level Information

Many attempts have been made to educate the public on how to protect themselves when it comes to providing accurate machinery, equipment & personal property values. Oftentimes, the public relies on surface-level information from an appraiser which does not give an indication as to the level of accuracy or competency.



We are committed to preserving the public trust. The purpose of the "Code of Ethics & Competency Appraiser Awareness Program" is to protect the public from unsubstantiated or questionable machinery, equipment & personal property appraisals. Our seal serves to alert the public to the documentation we know is necessary to prove that an appraiser is competent. This assures an appraisal will be substantiated, accurate, irrefutable, defensible, and will withstand scrutiny.



## Are You Making A Costly Mistake By Not Looking At Your Business And Its Machinery, Equipment and Personal Property?

Most business owners do not know that an error in judgment in appraising machinery and equipment can be costly. That's why as a business owner, you should have confidence that the values are true and are backed by evidence to support the fair market value.



All appraisal reports are not created equal. Industry Appraisals, LLC. will deliver a comprehensive and detailed Certified Appraisal Report consistent with the ethics and guidelines mandated by the Uniform Standards of Professional Appraisal Practice (USPAP). USPAP, promulgated by Congress and the Appraisal Foundation, is the leading authoritative source for appraisals.

That is why you can expect to receive an accurate, irrefutable, defensible, and descriptive report that includes photographs, model & serial numbers, and other descriptive information that will withstand scrutiny. Our assignment of value is based on extensive research, personal inspection, contact with manufacturers and suppliers to determine what your items are **really** worth.

## Who Needs An Appraisal?

**Business owners** need an appraisal for insurable value, selling, financing, expansion, and strategic growth.

**Bankers** need an appraisal in support of loan decisions.

**CPA's** need an appraisal when helping their clients convert from a C Corporation to a Sub-Chapter S Corporation, Estate & Gift Planning, Trusts, and Sarbanes Oxley.

**Attorneys** need an appraisal to substantiate accurate and realistic values that withstand IRS and Court scrutiny.

## Total Wealth Management Services

- Appraisal
- Business Transfers
- Financial Planning
- Machinery Brokerage

**Industry Appraisals LLC**



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## Your Business and Its Machinery and Equipment

**What You Ought To Know About Its Real Worth and Value**

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