

6 Considerations In Choosing A Healthcare Valuation Appraiser

ACCREDITATION

- Has the appraiser earned professional, industry and valuation credentials from recognized organizations?
- Does the appraisal firm have other healthcare industry and/or professional credentials from accredited organizations?

QUALIFICATIONS & EXPERIENCE

- Does the appraiser specialize in healthcare valuation?
- How many valuations of the subject type has the appraiser performed?
 - entity type, specialty, purpose
- Has the appraiser served similarly-sized clients with comparable scopes of work?
- Will the appraiser provide client references?
- Is the appraiser focused primarily on business valuation, or is it work to fill in during downtimes?

REGULATORY EXPERTISE

- Can the appraiser answer detailed questions about regulatory standards, including definitions of key terms and compliance concepts?
- Can the appraiser identify applicable definitions of fair market value and how those definitions impact the valuation process?
- Is the appraiser up to date on industry changes, regulatory standards and valuation updates?

KNOWLEDGE LEADERS

- What position does the appraiser have regarding potentially controversial valuation aspects?
- Is the appraiser's position supported by industry leaders?
 - If no, why not?
- What presentations has the appraiser given and what articles have they written?

METHODOLOGY

- Can the appraiser explain why certain valuation methods should be used and why some should not?
- What business, economic and industry factors does the valuator consider when performing valuation?

EXPERT OPINION

- Does the appraiser or someone from the appraiser's firm have testimony experience?
 - If yes, were any of those opinions ever challenged in court by
 - regulatory authorities
 - an opposing party
 - What was the result?

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