

Appraisal and Fair Market Value Assessment Checklist for Attorneys

Selecting the Right Valuation Professional	YES NO
Does the individual/firm have the appropriate credentials (i.e. CPA, ABV, ASA, CFA)?	
Does the individual/firm have the appropriate level of healthcare experience?	
Do they have experience with similar engagements?	
Does the firm have sufficient resources to complete the engagement within the necessary timeframe?	
Were you offered options regarding the level of analysis (i.e. full appraisal vs. calculation of value) specific to your needs?	
Were you provided with a list of credible references with contact information?	

Assessing the Valuation Report	YES NO
Does the appraiser take responsibility for the work product as evidenced by the inclusion of a signed certification?	
Is the Stark definition of FMV defined and considered?	
Does the report contain a section indicating the appraisers understanding of the industry?	
Does the report represent that it is prepared in accordance with appropriate professional standards (i.e. AICPA SSVS 1, USPAP, ASA standards)?	
Does the report include a section analyzing the entity's historical financial performance?	
Does the report include a benchmarking analysis?	
Are cash flow assumptions reasonable and do they take into consideration recent changes in reimbursements?	
If the market approach was used, were the transactions selected from the same geographic area?	
Does the discount rate seem reasonable given the risk characteristics of the business?	
Does the report address the existence of debt and its impact on the assessment of risk and the capital structure?	
Are discounts/premiums related to control and marketability adequately explained and reasonable under the circumstances?	
Are the value indications obtained from various methods reconciled appropriately?	
Does the final conclusion seem reasonable and supported?	

Assessing the FMV Compensation Report	YES NO
Are multiple survey data sources incorporated in the analysis?	
Did the analyst consider differences in geographic make-up between the survey data and the physician(s) location?	
If applicable, was productivity of the physician(s) factored into the analysis?	
Does the report address FMV as defined by Stark/OIG?	
Is there an analysis of work RVUs? If not, should there be?	
Did the analyst address any recent changes in the RVU structure and its impact on the conclusion?	
Will the physicians have use of hospital space and has that been addressed in the analysis?	
Have market place transactions been considered?	
Did the FMV process appropriately differentiate between administrative and clinical responsibilities?	
Are the required hours (i.e. medical directorship) reasonable?	
Does the report consider the amount of time required to perform the necessary duties?	

