

# The Valuation and Appraisal of Wine Collections

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1. Introduction to Primer on The Valuation and Appraisal of Wine Collections
  - a. [Melissa Smith/Enotrias](#) introduction, background, and qualifications
2. Wine Collecting: Determining your client's why and how for final outcomes
  - a. Why someone collects wine
  - b. Ways in which someone collects and stores wine
  - c. How do they purchase and track the wine collection
3. Storage and Contents
  - a. In home versus offsite
  - b. Types of wine collections: Ideal, Tasting, Instant gratification, Investment
4. Where and How a Cellar is Filled
  - a. Provenance
  - b. Reputable Retailer/Auction House/Winery Direct
  - c. Gift
  - d. Other Considerations
5. Organization
  - a. Inventory
  - b. Insurance
  - c. Maintenance
6. Why a Professional Wine Cellar Inventory is Necessary and Who Requires it
  - a. Experienced, Ethical, Respected, and Connected Certified Sommelier
  - b. USPAP Compliant
7. Comparisons and Examples
  - a. Label Nuances
  - b. Producer vs Negotiant
  - c. Bottle Condition
8. How a Wine is Assigned a Value
  - a. Domaine
  - b. Vintage
  - c. Provenance
  - d. Condition
  - e. Extras
  - f. Market Value
9. Why a Wine Could Have No Value
  - a. Past their prime
  - b. No market value
  - c. Custom Label
  - d. Stored Improperly/Damaged
  - e. Counterfeit
10. How to Handle a Collection That Has Been Assigned A Value
  - a. Division of Property
  - b. Cash Buy Out
  - c. Liquidating the Collection
11. Case Studies
12. Questions