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Capitalize on All the Latest Legal, Financial, and Compliance Information Needed to Analyze and Appraise Any Business For over 25 years, Valuing a Business has provided professionals and students with expert business valuation information, offering clear, concise coverage of valuation principles and methods. Over the decades, the book's unsurpassed explanations of all valuation issues have made it the definitive text in the field, against which every other business valuation book is measured. Now updated with new legal, financial, and compliance material, the Fifth Edition of Valuing a Business presents detailed answers to virtually all valuation questions_ranging from executive compensation and lost profits analysis...to ESOP issues and valuation discounts. Written by Shannon Pratt, one of the world's leading authorities on business valuation, this updated classic offers a complete "one-stop" compendium of information on the full range of valuation concepts and methods. Valuing a Business contains step-by-step discussions and analyses of: Business Valuation Standards and Credentials Defining the Assignment Business Valuation Theory and Principles Gathering Company Data Site Visits and Interviews Researching Economic and Industry Information Analyzing Financial Statements Financial Statement Ratio Analysis Income, Market, and Asset-Based Approaches to Valuation The Capitalized Excess Earnings Method Premiums and Discounts Writing and Reviewing Business Valuation Reports Valuing Debt Securities, Preferred Stock, Stock Options, and S Corporation Stock Valuations for Estate and Gift Tax Purposes Buy-Sell Agreements Valuations for Income Tax Purposes Valuation with Employee Stock Ownership Plans Valuations for Ad Valorem Taxation Dissenting Stockholder and Minority Oppression Actions Valuations for Marital Dissolution Purposes Litigation Support Services Expert Testimony Arbitration and Mediation This landmark reference also presents a wealth of recent court cases for each valuation area, which together provide a comprehensive overview of all the legal rulings and trends in the field of business valuation.

The book serves three purposes: a comprehensive reference and update for currently active business appraisers, a complete self-contained text for both academic courses and beginning practitioners, and an easy-to-use reference for nonappraisers who use and/or evaluate business appraisals. Updated and revised, Valuing a Business, Third Edition, includes theoretical principles and practical techniques for effective business valuation, including the valuation of limited liability corporations, S corporations, and partnerships; greatly expanded treatment of valuation approaches and methods; new and expanded chapters on minority control and lack of marketability issues; a new checklist on reviewing a valuation report, designed for nonappraisers as well as active practitioners; hundreds of new data sources and bibliographical references; dozens of additional court case references; a new three-chapter section on valuing intangible assets; and new chapters on valuations for ad valorem taxes and income tax planning.

This is a guide to valuing small businesses (family ones up to those worth around 5million) and professional practices. This edition has been updated and includes new chapters on trends in the field of business and professional business valuation.

This is the workbook to be used in conjunction with Understanding Business Valuation, Fifth Edition, covering various valuation approaches, methods, and techniques. This fifth edition simplifies a technical and complex area of practice with real-world experience and examples.

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This fifth edition simplifies a technical and complex area of practice with real-world experience and examples. Expert author Gary Trugman's informal, easy-to-read style, covers all the bases in the various valuation approaches, methods, and techniques. Author note boxes throughout the publication draw on Trugman's veteran, practical experience to identify critical points in the content. Suitable for all experience levels, you will find valuable information that will improve and fine-tune your everyday activities.

Cost of Capital in Litigation addresses cost of capital issues in litigation and discusses major decisions, highlighting how to avoid errors that have often been made by experts. The book helps the attorney and valuation expert understand the decisions within the context of the theory of cost of capital and includes a chapter on cross-examining experts on cost of capital issues. Throughout, there are citation to relevant material and cross-reference to Cost of Capital: Applications and Examples, Fourth Edition.

Your Best Approach to Determining Value If you're buying, selling, or valuing a business, how can youdetermine its true value? By basing it on present market conditionsand sales of similar businesses. The market approach is the premierway to determine the value of a business or partnership. Withconvincing evidence of value for both buyers and sellers, it canend stalemates and get deals closed. Acclaimed for its empiricalbasis and objectivity, this approach is the model most favored bythe IRS and the United States Tax Court-as long as it's properlyimplemented. Shannon Pratt's The Market Approach to ValuingBusinesses, Second Edition provides a wealth of provenguidelines and resources for effective market approachimplementation. You'll find information on valuing and itsapplications, case studies on small and midsize businesses, and adetailed analysis of the latest market approach developments, aswell as: A critique of US acquisitions over the last twenty-fiveyears An analysis of the effect of size on value Common errors in applying the market approach Court reactions to the market approach and information to helpyou avoid being blindsided by a litigation opponent Must reading for anyone who owns or holds a partial interest ina small or large business or a professional practice, as well asfor CPAs consulting on valuations, appraisers, corporatedevelopment officers, intermediaries, and venture capitalists.The Market Approach to Valuing Businesses will showyou how to successfully reach a fair agreement-one that willsatisfy both buyers and sellers and stand up to scrutiny by courtsand the IRS.

A practically-focused resource for business valuation professionals Financial Valuation: Applications and Models provides authoritative reference and practical guidance on the appropriate, defensible way to prepare and present business valuations. With contributions by 30 top experts in the field, this new fourth edition provides an essential resource for those seeking the most up-to-date guidance, with a strong emphasis on applications and models. Coverage includes state-of-the-art methods for the valuation of closely-held businesses, nonpublic entities, intangible, and other assets, with comprehensive discussion on valuation theory, a consensus view on application, and the tools to make it happen. Packed with examples, checklists, and models to help you navigate your valuation project, this book also provides hundreds of expert "tips" and best practices in clear, easy-to-follow language. The companion website provides access to extensive appendix materials, and the perspectives of valuation thought-leaders add critical insight throughout each step of the process. Valuation is an important part of any organization's overall financial strategy, and seemingly-small inaccuracies or incomplete assessments can have big repercussions. This book walks you through the valuation process to give you the skills and understanding you need to get it done right. Learn best practices from 30 field-leading experts Follow clear examples for complex or unfamiliar scenarios Access practical tools that streamline the valuation process Understand valuation models and real-world applications The business valuation process can become very complex very quickly, and there's no substitute for clear guidance and a delineated framework in the run-up to completion. Get organized from the beginning, and be systematic and methodical every step of the way. Financial Valuation: Applications and Models is the all-encompassing, expert guide to business valuation projects.

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