

## EDUCATIONAL PROGRAMS - TOPICS

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### Business Valuations

PROGRAM THREE (60 mins w/questions)

## **BUSINESS VALUATION:** Nuts, Bolts, Traps and Pitfalls

Brief:

Your client has a business, but you don't know how much it is worth. Should you Know? Why? Moreover, you've seen valuation reports before, but you don't know what they mean? What credentials should you look for in a valuation professional? And how do you know the report in your hands is reasonable? This presentation will assist you in understanding when a business valuation is necessary, how to go about assessing the abilities of valuers, and how to evaluate the valuator's report.

### The essentials of Business Valuations including:

- When to make the call for a valuation.
- The Importance of Professional Credentials  
- The Good, the Bad, the Ugly
- User Beware - What's the definition of value?
- The Methods and the Madness of valuation approaches
- Discounts and Premiums - When and why the whole doesn't always equal the sum of it's parts