

# VALUATION SERVICES

The Value of Your Business Should Not Be Overlooked



The truth is in the details, and, with business valuations, those details could mean increased **tax liability for your business**. Determining an estimated fair market value is just the first step in utilizing valuations as a tool to improve your business. The real key is acting on that knowledge.

Our experience gained over the years as **Certified Valuation Analysts®** has given us the vital ability to provide you with a sound business valuation based on proven and accepted methods. Small-business owners frequently make decisions that are not short-term in nature, so it is incredibly useful to be able to rely on the valuation process to help make better long-term choices. Working with a certified team is invaluable when determining the value of your business. Our valuation analysts who specialize in this service are readily available to consult with you in order to provide you with a solution that best suits your needs. In the world of business valuation consultation, we believe that **a well-prepared valuation is the cornerstone to finding peace of mind and success.**

## How We Serve **Clients Like You**



**BUSINESS  
VALUATIONS**



**CALCULATION OF  
VALUE ENGAGEMENTS**



**FORECASTS AND  
PROJECTIONS**



**COMPLEX DISPUTE AND  
EXCONOMIC DAMANGES  
CALCULATIONS**



**QUALITY OF  
EARNINGS**



**AGREED UPON  
PROCEDURES FOR M&A  
TRANSACTIONS**

### Expertise

Our valuations are often used by clients to establish the value of a business for a sale, preparing to transition to the next generation of ownership, or transferring interest to an ESOP.

We provided valuation services to a \$220 million manufacturer in order to assist them in establishing a share value for their shareholder buy-sell agreement.

The professionals in our practice group hold the **Certified Valuation Analyst (CVA®) credential**, which requires them to recertify every three years through continuing professional education to enhance their knowledge and maintain a level of competency that is current with the progress of the industry.

Buy-sell agreements

Estate and gift tax valuations

ESOP valuations

Partnership/business disputes

Stock-based (409A)  
compensation calculations

Damages and lost profits  
calculations

Marital dissolution valuations

Business insurance loss  
calculations

Cyber loss calculations

SBA loan applications

Intellectual property valuations

### Service Relationships

Alliance of Merger &  
Acquisition Advisors (AM&AA)

National Association of  
Certified Valuators  
and Analysts