

Business Valuation for Lawyers

Objective: This seminar will address how closely-held businesses are valued, and how business valuations can be used in different types of legal matters.

Learning objectives:

- Identify the information needed to value a private company
- Explain why the value of a private company can vary depending upon the purpose of the valuation
- Summarize how the capitalization of the earnings method works
- Describe how the discounted future earnings method works
- Note when the comparable company method should be used
- List the advantages and disadvantages of each valuation method
- Point out how a company's assets affect the valuation
- Identify the premiums and discounts that are frequently used
- Evaluate who is qualified to value a private company
- List factors that should be considered in selecting a business valuation expert
- Set forth suggestions regarding how to work with a business valuation expert
- Provide tips in reviewing a business valuation report, and cross-examining a valuation expert

CLE: 4 hours

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