

Valuation

Legal Considerations in Valuing a Closely-Held Business

The value of a business is based upon its expected future return and the perceived level of risk. Legal issues pervade business and affect both a company's future returns and its perceived level of risk. This session will address many legal considerations that should be considered when valuing a closely-held business. The issues that will be explored include evaluating a company's intellectual property, contracts, corporate governance, whether formalities are followed, and other factors.

Recent Business Valuation Cases – Learning From the Courts' Guidance

New business valuation cases are published regularly. Each court opinion provides an excellent learning opportunity because the court often explains what the party and their business valuation expert did right and what they did wrong. In effect, the courts are providing clients and their advisors with a roadmap of how to do it right and what the court is looking for. This session will focus on cases that are particularly noteworthy.

Valuation of Other Assets

Most valuation seminars focus on the valuation of a closely-held business. This session is different; it will focus on the valuation of "other assets", such as real estate, paintings, intangible assets, timberland, conservation easements, reversionary interests, litigation claims, and others. The valuation of "other assets" is important for many reasons including estate and gift taxes, divorce, and the sale of assets.