

# *Legal Considerations*

## *Affecting the Valuation of a Business* ©

**Objective:** The value of a business is based upon its expected future return and its perceived level of risk. Legal issues pervade business and affect both a company's future returns and its perceived level of risk. How legal issues affect a company's value is rarely discussed. This half-day course will address many legal considerations that should be considered when valuing a closely-held business.

### **Learning objectives:**

- Point out how legal considerations may impact a company's revenue
- Evaluate how a company protects its intellectual property
- Assess a company's contracts
- Determine the company's corporate governance policies and procedures
- Consider whether the corporate liability shield or veil can be pierced
- List the benefits of a well-drafted buy-sell agreement
- Explain what restrictive covenants are and how they affect a company's value
- Suggest numerous ways a company's level of risk can be reduced

**CPE:** 4 hours

**Level:** Overview

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** LCVB