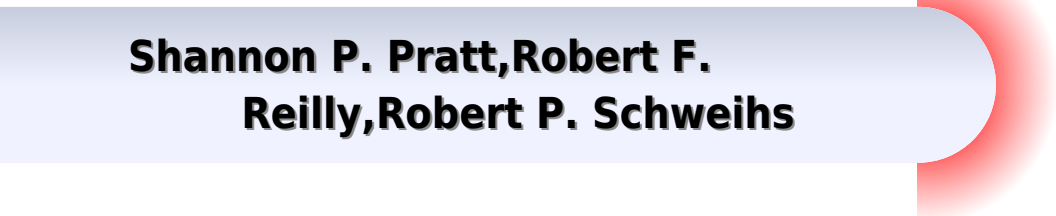




Small Business Valuation

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Reilly, Robert P. Schweih**



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Valuing Small Businesses and Professional Practices Shannon P. Pratt, 1986 The Art of Business Valuation Gregory R. Caruso, 2020-08-20 Starting from the practical viewpoint of I would rather be approximately right than perfectly wrong this book provides a commonsense comprehensive framework for small business valuation that offers solutions to common problems faced by valuers and consultants both in performing valuations and providing ancillary advisory services to business owners sellers and buyers If you conduct small business valuations you may be seeking guidance on topics and problems specific to your work Focus on What Matters A Different Way of Valuing a Small Business fills a previous void in valuation resources It provides a practical and comprehensive framework for small and very small business valuation Companies under 10 million of revenues and often under 5 million of revenues with a specialized focus on the topics and problems that confront valuers of these businesses Larger businesses typically have at least Reviewed Accrual Accounting statements as a valuation starting point However smaller businesses rarely have properly reviewed and updated financials Focus on What Matters looks at the issue of less reliable data which affects every part of the business valuation You ll find valuation solutions for facing this challenge As a small business valuator you can get direction on working with financial statements of lower quality You can also consider answers to key questions as you explore how to value each small business Is this a small business or a job How much research and documentation do you need to comply with standards How can you use cash basis statements when businesses have large receivables and poor cutoffs Should you use the market method or income method of valuation Techniques that improve reliability of the market method multiplier How might you tax affect using the income method with the advent of the Estate of Jones and Section 199A Do you have to provide an opinion of value or will a calculation work How do you calculate personal goodwill As a valuation professional how can you bring value to owners and buyers preparing to enter into a business sale transaction How does the SBA loan process work and why is it essential to current small business values What is the business brokerage or sale process and how does it work How do owners increase business value prior to a business sale This book examines these and other questions you may

encounter in your valuation process You ll also find helpful solutions to common issues that arise when a small business is valued

The Small Business Valuation Book Lawrence W Tuller,2008-08-17 How much a small business is worth can be difficult to determine but when a business is about to change hands a fair and objective valuation is crucial to the sale This book is an invaluable resource for business owners or buyers looking for accurate small business appraisals This completely revised and updated book outlines the major valuation methods including discounted cash flow excess earnings asset value and income capitalization This edition includes completely new material on the following topics exploring the 8 myths of business valuations using the Internet for research and advice on startups and first generation service businesses With this book appraising a business has never been easier or more accurate

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and managing their own small firm this book helps them to focus their thinking on the realities of life as a small business owner manager both its challenges and its rewards For postgraduate students that are keen to make a difference this text enables them to understand how they might consult to small firms and assist owner managers to establish and grow their ventures In addition to students this book is also useful to small business owner managers as a general guide on how they might better manage their operations Managers in large corporations and financial institutions who deal with small businesses as clients or suppliers and professionals such as accountants lawyers and consultants who provide advice and other services to small businesses will also find the book of interest

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