

# Business Valuation Methods

|                     |  |
|---------------------|--|
| <b>Asset-based</b>  | <ul style="list-style-type: none"><li>• Book value method</li><li>• Adjusted net assets method</li><li>• Replacement method</li><li>• Liquidity method</li></ul>                 |
| <b>Income-based</b> | <ul style="list-style-type: none"><li>• Discounted dividend method</li><li>• Discounted cash flow method (DCF)</li><li>• Discounted future earnings method</li></ul>             |
| <b>Comparables</b>  | <ul style="list-style-type: none"><li>• Average cost method</li><li>• Swiss method</li><li>• Berlin method</li><li>• Excess earnings method</li><li>• Stuttgart method</li></ul> |
| <b>Mixed</b>        | <ul style="list-style-type: none"><li>• Comparable transactions method</li><li>• Multiples method</li></ul>  |
| <b>Alternatives</b> | <ul style="list-style-type: none"><li>• Real options values</li><li>• Time lag methods</li></ul>   |

# Business Valuation Guide

**B Hawkins George, A Paschall Michael**



## **Business Valuation Guide:**

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*Business Valuation Guide* George Hawkins, Michael Paschall, 2007-08-01

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diversify practice sources of revenues beyond traditional audit and tax services which are now priced like commodities They are moving quickly to provide a variety of consulting services business valuation being one of them While divorce valuations have traditionally been the focus of CPAs preparing business appraisals the involvement of CPAs in valuations for other purposes is growing Attorneys increasingly need to understand business valuation methodologies and be able to critique valuation reports In estate planning business valuation is the issue and attorneys cannot rely on the business valuator alone In an estate or gift tax valuation dispute where large dollars are potentially at stake attorneys must understand and be able to articulate valuation issues because usually they alone must meet with the IRS examiner or appeals officer Similarly family law attorneys must be able to articulate valuation concepts to successfully cross examine an opposing valuation expert In the corporate realm an attorney's clients have to grapple with valuation issues related to buy sell agreements shareholder disputes mergers and acquisitions and the establishment of employee stock ownership plans to name just a few

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