

# **Quick Business Appraisal**

**Heather Linton**

**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!

*The Art of Business Valuation* Gregory R. Caruso,2020-09-16 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 Business Valuation Book** Scott Gabehart,Richard Brinkley,2002 The Business Valuation Book offers a user-friendly platform that allows you to quickly and easily estimate the fair market value (FMV) of any business, and to customize the depth and breadth of your review, from a quick-and-dirty estimate to a complex and detailed assessment. Whichever methods you choose, you'll be thoroughly equipped to make responsible, authoritative, and visionary decisions.--BOOK JACKET.

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Valuing Small Businesses and Professional Practices Shannon P. Pratt, Robert F. Reilly, Robert P. Schweihs, 1993 More than 11,500

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*Basic Business Appraisal* Raymond C. Miles, 1984-04-09 A comprehensive treatment of business appraisal theory, offering detailed explanations, step-by-step instructions for applying theory, and examples of actual business appraisal reports. Discusses several little-known and unconventional approaches to valuing business, including the ``Justification for Purchase Test''. Features a listing and discussion of different reasons for having a business appraised. Includes a practice appraisal problem for test and practice.

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**Streetwise Business Valuation** Heather Linton, 2004 An invaluable resource for any business owner or prospective buyer. [It] breaks down the fundamentals of business valuation into specific categories and concepts, creating an easy-to-follow guide for anyone going through this complex process.--Back cover.

*Business Valuation for Business Owners* Zachary M. Sharkey, 2016-06-13 When was the last time you wondered what's my business worth? Or maybe you needed a business valuation but didn't have the first idea where to turn. Perhaps you took the advice from an adviser. If so, how did you know the appraiser was qualified to do the job? Did you pay too much? Did you even really need a valuation? On the other hand, what happens when an owner needs to sell his or her stake in a company because of death, divorce, termination, etc. (the list is never-ending)? Who buys the interest? What price is paid? Is the price fair? Can your company afford the financial impact of a large buy-out? Now there is a book that answers these critical business valuation questions (and more) in an easy to read format. Business Valuation for Business Owners has been designed to answer your questions and concerns in a concise and easy to read manner. This book is for people who want to protect their company, drastically improve its value, find the best business appraiser for the lowest possible price, and uncover the landmines that every company has (but doesn't know). As a professional business appraiser of both operating companies and investment partnerships, Zach has read hundreds of the best books and articles on the subject of business valuation. After years of answering questions from business owners like you, he's mastered the art of explaining these complex issues in an easy to understand manner, breaking down the pertinent and valuable information you need. In this practical, non-technical jargon action-oriented book, Zach shows you how to master a business valuation report, find the perfect appraiser for your business, and fix the lurking disasters that every privately held company has but doesn't know about. After reading Business Valuation for Business Owners, you'll be able to: Navigate through a business valuation report with greater ease and understanding Become acquainted with the approaches and methods of valuation Learn the tricks of the trade and how appraisers can manipulate areas to the owner's demise Discover errors business appraisers frequently make in valuation reports Be able to find a qualified business appraiser that is truly qualified for the job at an affordable price Uncover hidden landmines and protect your company from disaster in The Business Owner's Solution (Chapter 16) And More! Business Valuation for Business Owners is succinctly written with you, the business owner in mind. You will learn how to improve your company's value, reduce costs, avoid heartache and discover the looming disasters just waiting to happen and eradicate them for good. Take control of your company's

future right now, make it productive and enjoy the new company (and life) you'll be creating.

**Valuing Small Businesses and Professional Practices** Shannon P. Pratt, 1986

**The Business Owner's Quick and Simple Guide to Understanding Business Valuation** Matt FitzGibbon, 2020-07-09

*Small Business Evaluation Made Easy* Robert E. Adams, 2006 I wrote my self-help book *Small Business Evaluation Made Easy* to help first time business buyers and sellers, as well as real estate agents. I saw listings coming through my office with values that didn't make sense, and were not selling out of multiple listings. As a business appraiser, I decided to write a book to help brokers train their agents, as well as helping agents who want to increase their income with listings that showed professionalism and values that made sense. And also make the reader aware of the numerous pitfalls one runs into in the buying and selling a business. I have also improved on my first book over the last 10 years.

*Business Valuation For Dummies* Lisa Holton, Jim Bates, 2009-06-24 *Business Valuation For Dummies* is filled with expert guidance that business owners, managers at all levels, investors, and students can use when determining the value of a business. It contains a solid framework for valuation, including advice on analyzing historical performance, evaluating assets and income value, understanding a company's financial statements, estimating the cost of capital, business valuation models, and how to apply those models to different types of businesses.

**Business Valuation** Z. Christopher Mercer, Travis W. Harms, 2007-09-24 *Praise for Business Valuation: An Integrated Theory, 2nd Edition* The Second Edition of *Business Valuation: An Integrated Theory* manages to present the theoretical analysis of valuation from the first edition and expand on that discussion by providing additional guidance on implementing the relevant valuation theories, notably in its expanded discussion of the Quantitative Marketability Discount Model. —Dr. David Tabak, NERA Economic Consulting Your Essential Valuations Reference Whether you are an accountant, auditor, financial planner, or attorney, *Business Valuation: An Integrated Theory, 2nd Edition* enables you to understand and correctly apply fundamental valuation concepts. Thoroughly revised and expanded, the Second Edition demystifies modern valuation theory, bringing together various valuation concepts to reveal a comprehensive picture of business valuation. With the implementation of new accounting pronouncements mandating the recognition of numerous assets and liabilities at fair value, it has become critical for CPAs charged with auditing financial statements to understand valuation concepts. With thoughtful and balanced treatment of both theory and application, this essential guide reveals: The GRAPES of Value-Growth, Risk and Reward, Alternative Investments, Present Value, Expectations, and Sanity The relationship between the Gordon Model and the discounted cash flow model of valuation The basis for commonly applied, but commonly misunderstood valuation premiums and discounts A practical perspective on the analysis of potential business acquisitions Grounded in the real world of market participants, *Business Valuation, 2nd Edition* addresses your need to understand business valuation, providing a means of articulating valuation concepts to help you negotiate value-enhancing transactions. If you want to get back to valuation basics, this useful reference will become your guide to defining the various levels of value and developing a better understanding of business appraisal reports.

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