

VALUATION SERVICE

DESCRIPTION

APPROPRIATE USES

COMPLETE
VALUATION

Provides a detailed report containing an unambiguous conclusion of value that includes:

- An in-depth analysis of the subject company and its financial condition
- Comparative benchmarking to prior performance and industry standards
- Consideration of all appropriate valuation approaches and methods

Possible recommended choices:

- Estate and gift planning
- ESOP appraisals
- Litigation support
- Financial reporting
- Mergers and acquisitions
- Debt financing support
- Support of value opinion before any governmental or third-party agency

SUMMARY
VALUATION

Results in all of the analysis and supportable conclusion of a complete valuation provided in a summary written report

Possible recommended choices:

- Mergers and acquisitions
- Buy/sell agreements
- Stock compensation
- Debt financing support

CALCULATION
OF VALUE

Provides an estimate of value based on the "most likely" or "selected" valuation methods instead of a supportable opinion based on the application of all relevant methods

Possible recommended choices:

- Business owners considering potential succession planning or the sale of their company
- Limited to internal use