

A Business Valuation is a process used to determine the fair economic value of a business at any stage of its cycle, especially in any of these scenarios.

1

For Tax or Litigation Purpose.



2

When planning to buy a business.



3

When planning to sell your business.



4

When raising capital.



Doing a business valuation comprises a variety of fields and methods, which can vary between valuers, businesses and industries. The most common approaches to business valuation include reviewing financial statements, discounting cash flow models, and comparing similar companies.

Who should value your business?

A business valuation should ideally be performed by a professional who is familiar with the industry and understands the principles of a valuation engagement. A member of a professional association, such as the NACVA, the ASA, the AICPA or the BVA is an ideal candidate to assist you with your valuation for tax or litigation purposes..

We can gladly assist you in any stage of your business valuation and other business services. Contact us at:

 1920 N. Commerce Parkway, Suite 3, Weston, FL 33326

 (954) 482-9681

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Business Valuations for Tax or Litigation Purposes

1

Estate and Gift Tax.



Estate and Gift Tax regulations require to declare the "Fair Market Value" of an asset that is received as a gift or from an estate. A Business Valuation professional can help you determine this value, in line with the requirements of the IRS.

2

Litigation



Certain litigation procedures, such as commercial transactions, shareholder disputes and matrimonial dissolutions, may contest the value of your assets, including your business interest.

3

ESOP's



If you plan to provide your employees with stock or stock options as a form of compensation, you must perform a business valuation to determine the value of these shares.

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Business Valuations for Mergers & Acquisitions

1

What's the real operational and financial value of this business?



2

What are the risks and downfalls associated with this business?



3

Does the asking price fairly represent the value of the business?



3 important questions before committing to buying a business.

Who can help you make an informed decision?

Someone with experience and knowledge about business administration, finance and accounting can help you make an informed decision before you purchase a business. A business valuation can answer these questions and provide a better insight into the market value of the business you are planning to buy.

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Business Valuations when selling your business

As a business owner, you need to ponder: do you sell today or do you wait? How much can you get for your business?

The question is:

SELLING NOW

Current Value

The value of your business if you are planning to sell today. It reflects what the market could be willing to pay if you decide to sell your business today "as is".

You may be loosing on an opportunity, but you might cash out quicker.

SELLING LATER

Potential Value

It reflects what you could sell your business for if certain conditions and developments are achieved within a time frame.

This valuation engagement is more volatile as there is no guarantee that the potential value can be met.

How do I choose?

A thorough valuation can show where your business stands today in terms of value. A proper valuation engagement should be able to identify the key elements and opportunities that could be developed or improved to increase the company's value.

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Business Valuations for raising capital

You need capital to take your business to the next level.



A Valuation can help...

...to better represent the expected returns the investors will get for their money.

...to estimate the economic impact of a business, product or project.

Who should value your business?

Someone with experience and knowledge about business administration, finance and accounting can assist you to gauge the value of your business and identify business opportunities or key elements in your operations that could potentially increase the value of your business if developed.

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How are Business Valuations done...

1

The Income Approach



The value of the business is determined by the net income it generates.

2

The Asset Approach



The market value of the assets are the foundation of the business value.

3

The Market Approach



The business is valued by the price others have paid for similar businesses.

What approach is right for my business?

Choosing the approach can have a significant impact on the valuation outcome. Someone with experience and knowledge about business administration, finance and accounting can help you choose the best valuation approach depending on your business and your interests.

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The 3 Premises of Value

1

Going Concern



A business that is operating successfully and is likely to continue to do so, especially when considered as an asset to which a value can be assigned.

2

Orderly Disposition



A business's assets will be disposed of individually and not used for existing business operations.

3

Forced Liquidation



The involuntary sale of assets or securities to create liquidity in the event of an economic event, personal life change, company regulation, or legal order.

What premise applies to my business?

Generally speaking, the circumstances will determine the premise of value. An experienced Valuation Analyst will be able to guide you through the valuation process, as each premise of value will result in very different results.

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