

SEMINAR

Business Valuation for Attorneys

Enhancing your business valuation knowledge

Business valuations affect diverse aspects of law and practice, including gift and estate planning, mergers and acquisitions, civil litigation, and family law practice. Valuations in each area may be performed for a specific, unique purpose; lawyers advising clients in each of these areas need core fluency in valuation to provide sound counsel.

This program gives you an understanding of valuation terminology, concepts and their application. From a conceptual background, you learn about applicable revenue rulings, reliability and sources of reference material, and definitions such as standard of value, premise of value, and level of value. The speakers explain three common valuation methods and how to determine when one method should be selected over another. Finally, the program provides an overview of the application of valuation discounts. Add proficiency in valuation to your legal skill set and raise the caliber of your practice.

Agenda

- Overview of Business Valuation
- Summary of Key Reference Material to Build Your Business Valuation Library
- Understanding Key Concepts, Such as Standard of Value
- Importance of the Purpose of a Business Valuation
- Importance of the Valuation Date
- Key Ingredients to the Diligence Process
- Application of Business Valuation Methods
- Asset Approach; Income Approach; Market Approach
- Overview of Types of Discounts Incorporated into a Business Valuation
- Tips to Critique a Business Valuation
- “Ask the Experts” Q&A Session

Faculty

Marc D. Bello, CPA/ABV, CVA, MAFF, *Edelstein & Company LLP, Boston*
Jesse J. Gillett, CPA/ABV, CFE, *Edelstein & Company LLP, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Tuesday, June 28, 2022
9:30 am–12:30 pm
Program Number: 2220198WBC

REBROADCAST

Wednesday, July 13, 2022
2:00 pm–5:00 pm
Program Number: 2220198RBC

REBROADCAST

Thursday, July 21, 2022
9:30 am–12:30 pm
Program Number: 2220198RB1

ON DEMAND WEBCAST

View after Thursday, July 21, 2022
Program Number: 2220198WBA

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