

Unedited transcript of

**Welcome and Introduction**  
from **Business Valuation for Attorneys**  
Recorded 06/28/2022

>>: All right. Hello everyone, and welcome to MCLE live online. Today's program is business valuation for attorneys. We welcome everyone to today's three-hour program. Presenting today - wait. I have to be able to control the screen. Bear with me. A little technical difficulty as we start. There we go. All right. Now we are good to go. Let's try again. For all those out there, welcome to business valuation for attorneys. Today's three-hour program is going to be presented by myself. My name is Marc Bello. I am a partner with Edelstein & Company. I have been practicing business valuation and forensic accounting for approximately 20 years now. The specialty of our practices is - we like to conduct business valuation and forensic investigations for financial matters with family law, civil litigation and gift and estates is really the three aspects that we get involved with. I have been an instructor with the NACBA since 2005, developing numerous courses in business and valuation and forensic accounting for them, and I have also been active with Mass Continuing Legal Education and other bar associations in Massachusetts now for over 15 years. My contact information is in the top right. And also, I have the privilege today of presenting with my partner and long-time colleague, Jesse Gillett. Jesse has also been practicing business valuation and forensic accounting for now over 12 years, specializing, again, similar to me in dealing with business valuation and forensic investigations in areas such as family law, shareholder disputes and other civil matters. Also, he conducts consulting for individuals who are selling their company, wanting to sell their businesses. With that brief introduction, as we get into today - business valuation for attorneys. You know, when you think about business valuation - this course is not designed on how to conduct a business valuation. Rather, when working with attorneys, the real question is what? What do you do in a valuation? What goes into conducting a proper business valuation? What should I understand, as an attorney, my expert

is going to need from me in getting through that process, and what are the steps to be there? So in putting together an agenda for today, we are going to look at the overview of the business valuation process itself. Then we are going to get into what I'll call four major steps that are involved. These steps are going to first involve understanding how the engagement works. You know, what goes into a business valuation. Second, as the valuation gets underway, what are the steps and procedures that needs to happen in order to start developing that business valuation? That entails gathering facts, looking at historical financial statements, and we'll get into those type of procedures. That will set the stage for providing an overview of valuation approaches. What types of methods are most common in a business valuation, when would you see those methods and what is the application of those methods and approaches? And then finally when it comes to the valuation process, provide an understanding of valuation discounts. Look at marketability discounts, minority. Where did the sources - what types of factors go in that - into those discounts and when may or may not they be applied in a business valuation? And then we're going to round out today's program with tips in critiquing a business valuation, and depending on our time, we may or may not get into an example of ways to identify specific aspects in critiquing. That will be a time-permitting final event. We will also take a break for roughly 10 or 15 minutes, somewhere around 11 to 11:30. Also, Jesse and I always appreciate questions. I am looking at the CLE builder having access to your questions at any time throughout the program. Again, questions are welcome although we are not live and in person, but at any time feel free to ask us questions. If there's a concept, aspect you don't understand, we're happy to interrupt and answer those questions at any time.