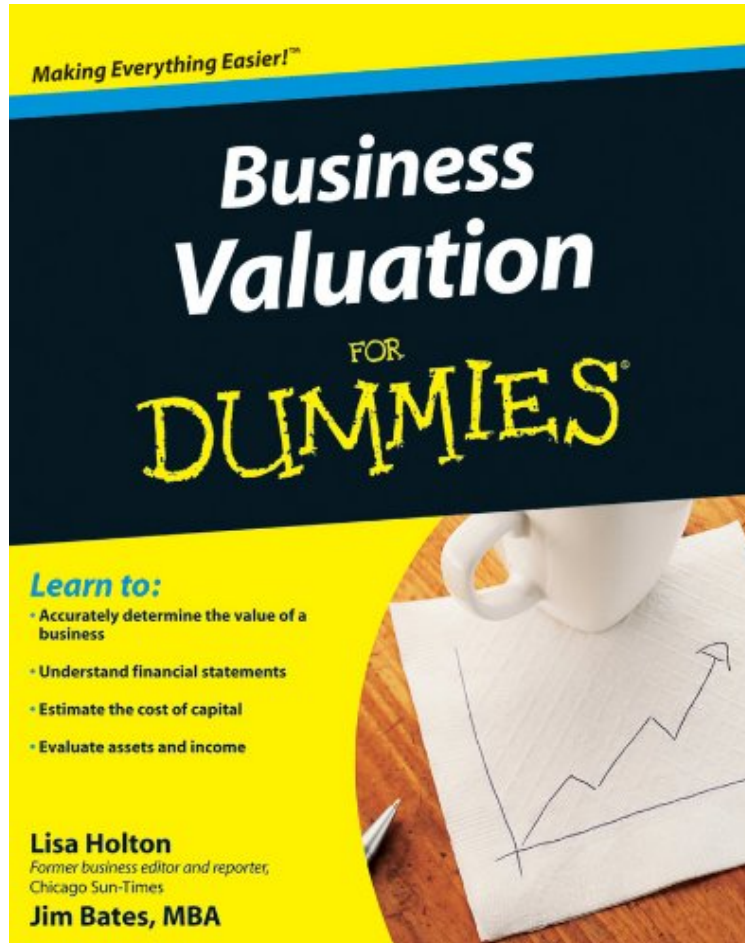


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Business Valuation For Dummies

Lisa Holton, Jim Bates

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Learn what it is, why it's a challenge, and the approaches that experts take to uncover value (or the lack of it)
Grasp key valuation tools
Understand valuation reports, financial statements, and "rule of thumb" guidelines for specific businesses
Get to the heart of it
Analyze historical performance, evaluate assets and income value, and estimate cost of capital
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See how to conduct due diligence and increase your company's value
If you're buying a business
Incorporate valuation into the necessary prep before negotiation
Seek help from the experts
From divorce to estate planning to attracting outside investors, know when and why you should get outside valuation help
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Detailed case studies on buying and selling businesses
How forensic accounting fits into valuation
The soft and hard skills needed for successful valuation
What to build into a partnership agreement
Why you should pause before transforming your company into an ESOP
About the Author
Lisa Holton is a former business editor and reporter for the Chicago Sun-Times. Today, she heads The Lisa Company, a writing, editing, and research firm. She's a writer for corporations, colleges, and nonprofits nationwide, and has written more than 13 books. Jim Bates is Vice President, Transaction Support, for the Christman Group, a middle-market investment banking firm based in Palatine, IL.