



A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal

By L. Paul Hood Jr., Timothy R. Lee

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Thorough guidance and detailed analysis of the valuation business engagement

Discussing the practical aspects of business valuation that arise in the context of a tax valuation, this book provides you with detailed analysis of the valuation business engagement process. Detailed discussion is included of various cases outlining errors that appraisers have made in appraisal reports, as well as in-depth discussion of the current appraisal industry issues that are impacting tax valuations.

- Examines concepts and topics including level of value, the role of estate planners in the business valuation process, the use of appraisers in estate planning and litigation, and the appraiser identification/selection process
- Provides insight into the nature of the major appraisal trade associations
- Offers insights into preventing errors from getting into appraisal reports

This helpful guide provides you with the detailed discussion you need on the various business valuation standards that have been promulgated by the Appraisal Standards Board as well as several appraisal trade associations.

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Editorial Review

From the Author

For me, this book represents a labor of love. I spent several years painstakingly researching the case law that we discuss in the book. During that time, I've seen the business appraisal profession, which is still in its infancy, make great strides in the way of business appraisal standards. It will be interesting to see how the primary audience for this book, both business appraisers and end users of business valuation reports, reacts to it. Even if the book doesn't sell well, I had fun writing it with my co-author, Tim Lee, as well as the stellar crew at Mercer Capital, namely, our "boss," Barbara Walters Price, and Matt Washburn. It was a great experience and one I'll never forget.

From the Inside Flap

Emphasizing the practical side of business valuation, *A Reviewer's Handbook to Business Valuation* is the first resource of its kind, designed for attorneys, CPAs, business appraisers, business owners, and other stakeholders in business valuation processes and appraisal reports. With in-depth discussion on numerous business valuation topics and procedures as well as a thorough review of the assorted business valuation standards issued to date, this book bridges a gap in the existing business valuation literature.

The collaboration of an attorney and a business appraiser, this indispensable reference offers hands-on lessons and tax case citations, all from the perspective of experienced professionals operating in the trenches of business valuation. It focuses on the pragmatic aspects of business valuation that arise in the context of a tax valuation, examining concepts and topics including the level of value, the role of estate planners in the business valuation process, the use of appraisers in estate planning and litigation, and the appraiser identification/selection process.

Augmented with checklists and business valuation tips and traps, *A Reviewer's Handbook to Business Valuation* is organized as follows:

- Part I: The business valuation process—designed to provide reviewers of business appraisals a basic understanding of valuation concepts and methodology
- Part II: A thorough summary of business valuation standards, including USPAP and the IRS guidelines
- Part III: Lessons from the Trenches, including alleged errors of omission and commission by business appraisers that have ended up in court decisions, and the ten "burning issues" that exist in business valuation along with the authors' take on those issues

Along with an accompanying website containing the Business Valuation Standards discussed in the book—including ASA, AICPA, NACVA, IBA, CICBV, as well as IRS guidelines—*A Reviewer's Handbook to Business Valuation* lays the groundwork for estate planners, estate planning attorneys, accountants, business owners, and business valuation professionals to fully understand the valuation engagement process, from start to finish.

From the Back Cover

Praise for A Reviewer's Handbook to Business Valuation

"In business valuation, you don't know what you don't know. What a business owner and their advisors should know about business valuations could fill a book. Fortunately, Paul Hood and Tim Lee have written

it! In one place, you'll find the questions to ask, real-word guidance, the best, most understandable, primer on business valuation that you'll find anywhere, and a list of mistakes that others have made—so that you won't make them. Don't even think of authorizing anyone to start or work with you on a business appraisal—until you've read this book (and I'd insist all the professionals involved read it too)!"—Stephan R. Leimberg, PublisherLeimberg Information Services Inc.

"In 1999, Kumho Tire Co. brought business valuation into the realm of scientific evidence and under the requirements of Daubert. And yet, courts continue to struggle with their 'concerns about the reliability of [the appraiser's report]' (Kohler v Commr., 2006) as much today as they did with this 'highly theoretical exercise' (Reynolds v Commr., 1970) forty years ago. Has the business appraisal profession made any progress? Have we gotten any more 'scientific?' Never before has such a complete work been assembled to address the courts' concerns in this regard. *A Reviewer's Handbook to Business Valuation* is a powerful new resource instructing not only reviewers of business valuation as to how to identify issues—it is also a preparer's "must-have" checklist for reviewing their own work." —Nancy J. Fannon, ASA, CPA/ABV, MCBAFannon Valuation Group

"Recalling the trite adage that one cannot learn to ride a bike by reading a book, Tim Lee successfully conveys complexities of the business valuation profession that can only be offered by someone with years of experience riding the business appraisal bicycle. Leveraging his career as a tax attorney, Paul Hood then takes Tim's contribution to the next level and bridges the chasm between providers and users of business appraisal services. Readers won't finish the book and then magically be able to ride the business appraisal bicycle. However, they will better understand the complexities and subtleties of the profession. More importantly, readers will be able to use the information to better serve their legal, accounting, and financial planning clients."—Chris D. Treharne, ASA, MCBA, BVALGibraltar Business Appraisals, Inc.

"Whether you are a business valuation professional or someone who works with valuation practitioners (attorneys, estate planners, CPAs), this book is for you. *A Reviewer's Handbook to Business Valuation* provides an overview of valuation processes and methodology and in-depth review of the prevailing business valuation standards. What I found most compelling were the chapters regarding alleged errors, as well as the practical tips and thoughts. As a seasoned valuation practitioner, it gives me a lot to ponder and many things to consider when I perform my next engagement." —Linda B. Trugman, CPA/ABV, MCBA, ASA, MBATrugman Valuation Associates, Inc.

Users Review

From reader reviews:

Carolyn Fletcher:

Typically the book *A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal* will bring you to definitely the new experience of reading a book. The author style to describe the idea is very unique. In case you try to find new book to see, this book very acceptable to you. The book *A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal* is much recommended to you you just read. You can also get the e-book through the official web site, so you can more easily to read the book.

Allen Goehring:

A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal can be one of your beginner books that are good idea. All of us recommend that straight away because this e-book has good vocabulary that may increase your knowledge in vocabulary, easy to understand, bit entertaining but still delivering the information. The article author giving his/her effort to place every word into joy arrangement in writing A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal but doesn't forget the main point, giving the reader the hottest as well as based confirm resource facts that maybe you can be certainly one of it. This great information can drawn you into brand new stage of crucial thinking.

George Jamison:

As a student exactly feel bored to help reading. If their teacher expected them to go to the library or make summary for some publication, they are complained. Just very little students that has reading's spirit or real their pastime. They just do what the educator want, like asked to the library. They go to at this time there but nothing reading significantly. Any students feel that reading through is not important, boring and also can't see colorful photos on there. Yeah, it is to be complicated. Book is very important in your case. As we know that on this era, many ways to get whatever we really wish for. Likewise word says, ways to reach Chinese's country. Therefore this A Reviewer's Handbook to Business Valuation: Practical Guidance to the Use and Abuse of a Business Appraisal can make you sense more interested to read.

Edward Chavez:

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