LexVid Services, Inc., Presents:

# Body & Soul of Business Valuation for Litigators

Course Description, Table of Contents, Timed Agenda

Total: **122 Minutes**

Speakers:

Jay Abrams

## Description

A satisfactory result for you client often hinges on a proper valuation. As an attorney working with and against valuation experts, you must have a good working knowledge of how accurate valuations are conducted and what the best practices are. In this series, author and valuations expert Jay Abrams gives attorneys a primer in valuation methods. Part I, which covers the infrastructure of valuation, consists of the following topics:

I. Premise of Value - the assumptions underlying the valuation. (25 min.)
II. Standards of Value — current and ancient standards of value. (30 min.)
III. Valuation Approaches - The three valuation approaches in business valuation are the asset approach, the income approach, and the market approach. (25 min.)
IV. Digital Qualities - various digital (or binary) qualities that relate components of value and standards of value to human psychology. (20 min.)
V. Elements of an Engagement Letter (12 min.)
VI. Regression Analysis— an important, all-pervasive statistical tool that sophisticated appraisers can use in many phases of the valuation process. (10 min.)

## Total: 122 minutes


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