

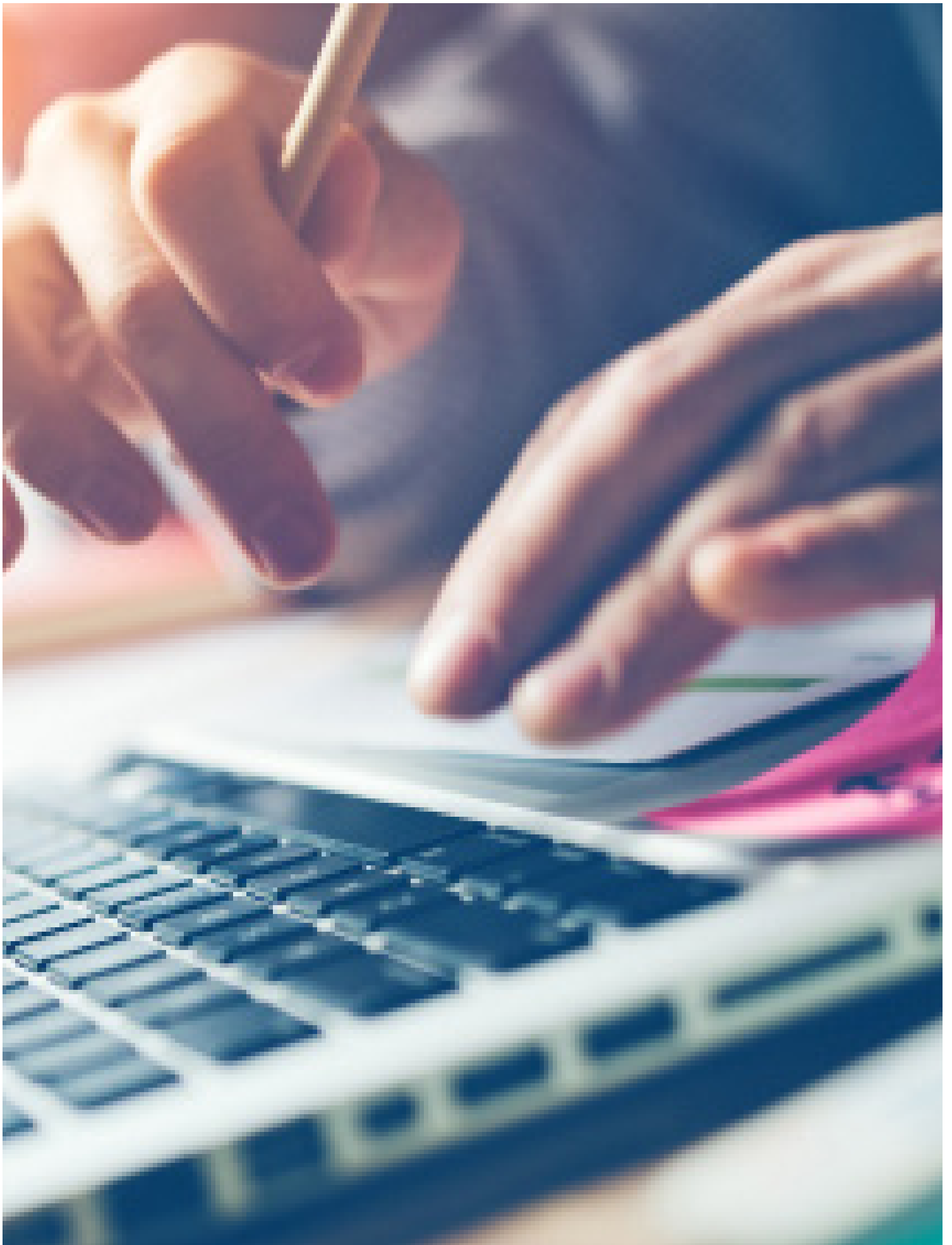
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**BVR**  
What It's Worth



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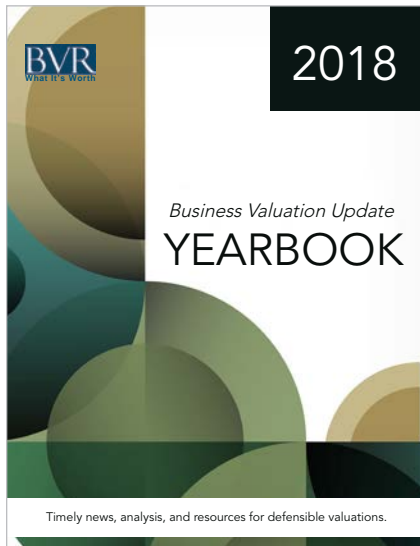
- What It's Worth: Valuing Electrical Contracting Companies
- What It's Worth: Valuing HVAC Companies
- Business Valuation Update Yearbook 2018
- The BVR/AHLA Guide to Healthcare Industry Finance and Valuation, 4th edition
- The Comprehensive Guide to Economic Damages, 5th edition (coming soon!)
- Taxes and Value: The Ongoing Research and Analysis Relating to the S Corporation Valuation Puzzle
- The Business Valuation Bench Book
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# Business Valuation Update Yearbook, 2018

Compilation of the best articles from the *Business Valuation Update*

\$220 Print or PDF | \$320 Print & PDF

In the business valuation profession, ideas, methods, and approaches continually evolve, making it imperative to stay current with the most innovative approaches and techniques, court decisions, and regulatory and professional standards. BVR has you covered with the **Business Valuation Update Yearbook, 2018**. This newest edition from the publishers of *Business Valuation Update (BVU)* covers the year's most groundbreaking and thought-provoking advancements in business valuation. This critical desk-top reference keeps you ahead of your peers with on-the-ground reporting from valuation experts, thought leaders, and BVR's editorial team.

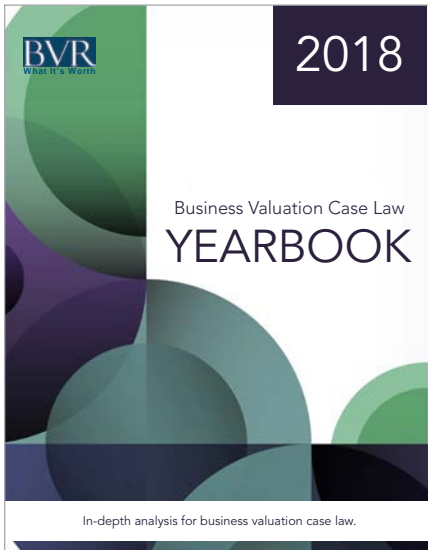
The yearbook is divided into six easy-to-navigate sections:

- Section I: Business Valuation Approaches, Methods, and Entity-Specific Issues
- Section II: Industry-Specific Valuation
- Section III: Legal, Regulatory, Standards
- Section IV: Business Valuation Profession and Practice Management
- Section V: Reviews of Data Sources and New Books
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- **Section I. Business Valuation Approaches, Methods, and Entity-Specific Issues**
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  - The Use of Historical Information to Project But-For Profits
  - How ESOP Trustees Size Up a Potential Valuation Analyst
- **Section II. Industry-Specific Valuation**
  - An Investor's View of the Valuation of Alternative Space Firms
  - NYSSCPA Symposium Highlights Valuation and Other Challenges of the Legal Marijuana Industry
  - A Case Study of Valuing Distressed Assets in the Energy Sector
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- **Section VI: Data**
  - Monthly Cost of Capital Data

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# Business Valuation Case Law Yearbook, 2018

Compilation of important court cases from BVLaw

\$220 Print or PDF | \$320 Print & PDF

The **Business Valuation Case Law Yearbook, 2018** edition is essential for business appraisers and attorneys who want to stay ahead of their peers on the most important legal issues brought up in business valuation-related cases. With in-depth analysis from BVR's legal team, the lessons learned in this book help appraisers reach better and more defensible valuation conclusions. And attorneys who retain appraisers as financial experts learn how their experts can help them win (or lose) in court.

## Highlights of the yearbook include:

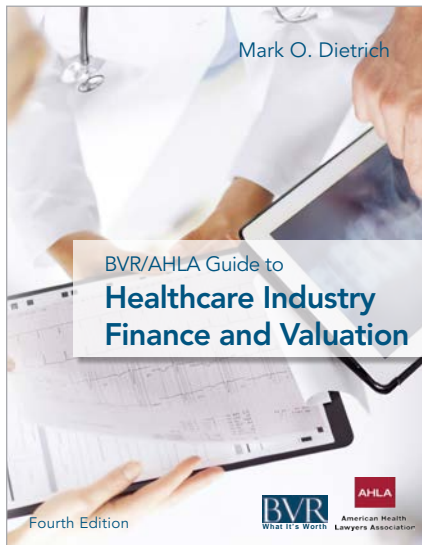
- Save hours of research time with current and comprehensive court case analysis—access to nearly 70 of the most important business valuation-related cases that took place in 2017, with expert legal analysis
- Stay ahead of your peers on the most important legal issues—learn how experts handle valuation challenges with examples from a variety of industries including healthcare, manufacturing, natural resources, grocery stores, and more
- Get important tips on what financial experts did (and did not do) well in court to help you become a better financial expert
- Easily navigate the court cases with a comprehensive reference table that lists case-by-case type, state/jurisdiction, date, and more

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### A sampling of case digests included in the yearbook

- *ACP Master, Ltd. v. Sprint Corp*
- *Allison v. Allison*
- *Amazon.com, Inc. v. Commissioner*
- *Athlon Sports Communications, Inc. v. Duggan*
- *Bair v. Bair*
- *Berman v. Unimin Corp*
- *Bombardier Rec. Prods. v. Arctic Cat Inc.*
- *In re Books a Million Stockholders Litig.*
- *In re Marriage of Broesder*
- *Brundle v. Wilmington Trust N.A.*
- *Brundle v. Wilmington Trust N.A. (Brundle II)*
- *Bulloch v. Bulloch*
- *Carney v. Carney*
- *Cavallaro v. Commissioner (Cavallaro II)*
- *In re Marriage of Cheng*
- *Comcast Cable Communs. v. Sprint Communs. Co.*
- *Danmark v. CMI USA, Inc.*
- *DFC Global Corp. v. Muirfield Value Partners (DFC Global II)*
- *Matter of Digeser v. Flach*
- *Doyle v. Doyle*
- *Dunmire v. Farmers & Merchants Bancorp of W. Pa*
- *Exelon Corp. v. Commissioner*
- *Fuller v. Fuller*
- *Holder v. Howe*
- *Horizon Health Corp. v. Acadia Healthcare Co.*
- *Kardash v. Comm'r (Kardash III)*
- *In re Marriage of Kirkendoll*
- *Estate of Koons v. Commissioner (Koons II)*
- *Kottayil v. Insys Therapeutics, Inc.*
- *Lally Orange Buick Pontiac GMC, Inc. v. Sandhu*

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# BVR/AHLA Guide to Healthcare Industry Finance and Valuation, 4th Edition

**Author/Editor: Mark O. Dietrich**

\$249 Print or PDF | \$299 Print & PDF

The landscape of the healthcare industry is dynamic and constantly evolving, especially in a time of increasing consolidation. The **BVR/AHLA Guide to Healthcare Industry Finance and Valuation**, 4th edition, compiles the latest groundbreaking innovations in the approaches to healthcare valuation. Edited by renowned valuation thought leader Mark Dietrich, and co-published with the American Health Lawyers Association (AHLA), this guide is a collection of tried-and-true methods infused with innovative approaches that will challenge the direction of the future of healthcare valuation.

## Key highlights of the guide include:

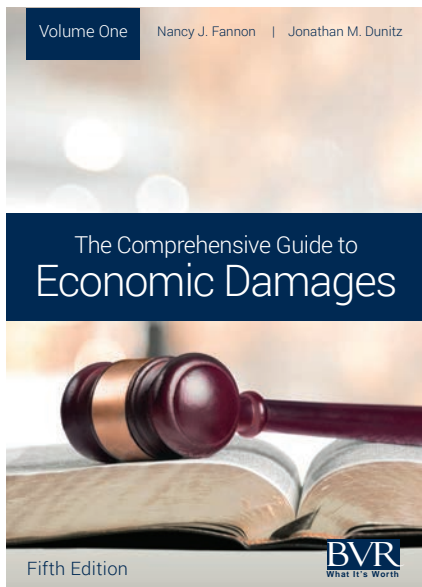
- New solutions on heavily debated topics in the healthcare industry: Dietrich covers new ways to look at valuing compensation as well as a breakthrough valuation method for determining the FMV of compensation
- A resolution to the debate of whether to use the cost approach in healthcare valuation: Explore four extensive chapters on the cost approach by Timothy Smith, including one that, along with co-author Angie Smith, analyzes claims about valuing trained workforce using the cost approach and whether it is appropriate
- Revolutionary analysis that sheds new light on the misuse of compensation surveys: Dietrich exposes major points about compensation surveys that have seemingly not been recognized in the past

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- Chapter 11: The Survey Games: FMV in the *Tuomey* and *Halifax* Cases
- Chapter 12: Bradford Regional Medical Center: Lessons for the Inexperienced
- Chapter 13: Converting Physician Practices to Tax-Exempt Status
- Chapter 14: What Goes Around Comes Around: *Derby v. Commissioner*
- Chapter 15: What Is to Be Learned From *Caracci*?
- Chapter 16: Choosing and Using the Right Valuation Methods for Physician Practices

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# The Comprehensive Guide to Economic Damages, 5th Edition (Two volumes)

**Authors/Editors: Nancy J. Fannon and Jonathan M. Dunitz**

\$249 Print or PDF | \$299 Print & PDF

**The Comprehensive Guide to Economic Damages, Fifth Edition** edited by Nancy J. Fannon and Jonathan Dunitz, bridges the gap between the economics in damages cases and what the courts say about the calculations and evidentiary requirements. It provides a deep and rich resource, found nowhere else, for financial experts and attorneys seeking guidance on damage calculations. Written from the perspectives of financial experts and attorneys, the guide blends the financial expert's mastery of accepted methods and procedures with the attorney's expertise in legal issues while providing in-depth analysis and interpretation of the continually expanding body of case law.

## Key highlights of the guide include:

- **A knowledge base that allows for a better working relationship between a financial expert and the attorney**—Experts are most beneficial to attorneys when they're well-informed about damage remedies and the context in which they are calculated. When an expert is more knowledgeable, he or she can be more valuable to the attorney in terms of the various options for remedies, given a particular context
- **Comprehensive materials on a variety of damages measures**—This new edition includes measurements on lost profits or value, unjust enrichment, intellectual property damages, other commercial damages, and expanded content on personal injury and wrongful termination
- **Seven new chapters**—Among other topics, new chapters address theft of trade secrets, apportionment, and damages in cases involving rights of publicity and for franchises

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- Chapter 22: Lost Profits Analysis in Eating Establishments
- Chapter 23: Damages and Right of Publicity Infringements
- Chapter 24: Franchise and Dealership Litigation Damages
- Chapter 25: Intellectual Property Overview



# Special Reports

BVR's special reports are timely references on important issues in the business valuation profession. The new *What It's Worth* series includes industry-focused reports with benchmarking data, key court decisions, and more. Get all of BVR's special reports by subscribing to the Digital Library.



## What It's Worth: Valuing Paving Contractors

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Whether you're looking to buy, sell, or value a paving contractor business, it's important to consider paving company valuation from a number of different angles. In BVR's special report, **What It's Worth: Valuing Paving Contractors**, you'll get advice from top experts who work with this industry daily. You'll learn the best methods to apply when valuing a paving company and gain critical insights on industry trends and risks. This must-have resource includes data from Pratt's

Stats and rules of thumb from the *Business Reference Guide* so you have the analysis you need to help you benchmark the value of a paving contractor company.

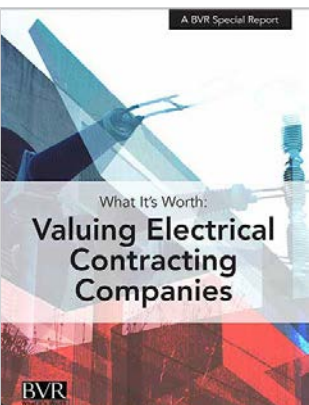


## What It's Worth: Valuing HVAC Companies

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The HVAC industry is forecasted to grow more than 6% annually over the next several years, and with this growth comes opportunity for appraisers and business owners. Whether you're looking to buy, sell, or value an HVAC business, it's important to consider a company valuation from a number of different angles. BVR's new special report, **What It's Worth: Valuing HVAC Companies**, covers the unique factors that drive HVAC company value, the fundamental ways

to measure what a business is worth, insight into the current market for HVAC companies, and how to boost the value of your HVAC business before cashing out. This comprehensive resource is a must-have to benchmark the value of an HVAC company.



## What It's Worth: Valuing Electrical Contracting Companies

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Valuing electrical contracting companies presents several unique challenges including the business's work backlog, underlying contracts, and bonding requirements, to name a few. With increased activity in the sales of electrical contracting companies, BVR's special report, **What It's Worth: Valuing Electrical Contracting Companies**, is your resource for understanding the accounting, operational, and workforce components that affect value within this dynamic industry.

With guidance from valuation experts Erin Hollis, Matthew Crane, and others, this report explores the components that go into valuing electrical contractors, as well as the risk factors associated with their operations. In addition, it provides a perspective for company owners on how to maximize their business value and plan for the future. Power up your electrical contractor valuation expertise with this must-have resource.



## What It's Worth: Valuing Oil, Gas, and Alternative Energy Assets, 2nd Edition

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The oil, gas, and alternative energy industries are subject to volatile market swings and evolving technologies. The new special report, **What It's Worth: Valuing Oil, Gas, and Alternative Energy Assets**, 2nd edition, keeps business appraisers, analysts, and owners current with the key trends, data, and valuation approaches in this complex space.

This must-have report provides fundamental insights into the considerations and nuanced areas that factor into a valuation of an oil, gas, or alternative energy business and includes important perspectives from experts on the challenges, key valuation drivers, and opportunities in the area.

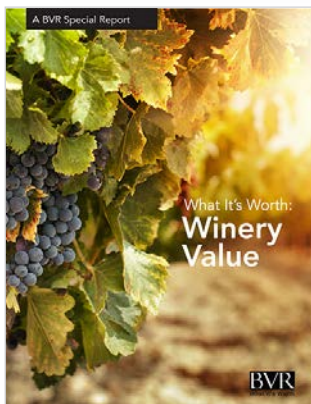


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Breweries are quite unique to assess from a value perspective, and there are specific considerations to take into account including product life cycle, how or whether state-specific franchise laws affect the brewery's distribution options, the potential impact of changes in the excise tax on beer currently being debated in Congress, and state laws regarding distributor agreements.

BVR's special report, **What It's Worth: Brewery Value**, offers advice from top experts who work with craft breweries and study valuation issues associated with this industry daily. These experts walk you through the very specific factors involved in brewery valuation, from the best valuation approaches to use, considerations for valuing the buildings associated with the brewery, the specialized equipment needed to produce the beers, and the value of the key personnel.



## What It's Worth: Winery Value

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Whether you are a business appraiser, a winery owner, or an investor, wineries are very unique to assess and have many variables that affect the value. In this special report, **What It's Worth: Winery Value**, you'll get advice from top experts who work with wineries and study valuation issues associated with this industry daily.

The contributing experts walk you through the factors involved in winery valuation and examine the top value drivers including real estate, wine clubs, ancillary product sales, and production capacity. They cover the best approaches to value the buildings associated with the winery, the specialized equipment needed to produce the wine, and the key personnel who operate the winery. In addition, this comprehensive report contains benchmarks that will help you understand where a winery falls in terms of revenue, liabilities, and overall value.

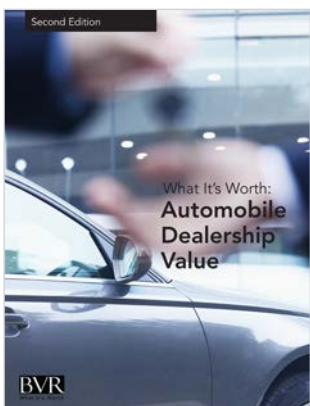


## What It's Worth: Hotel Business Value

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The lodging industry continues to grow and demand trends are expected to remain strong, creating a wealth of opportunities in this evolving industry. From special considerations regarding associated real estate to how to maximize the value of a hotel, BVR's special report, **What It's Worth: Hotel Business Value**, will help you do just that.

In this special report, the authors provide an overview of the opportunities available in the hospitality industry and walk readers through a detailed case study covering valuation considerations from estimating room revenues and expenses to applying a cost approach and asset allocation method.

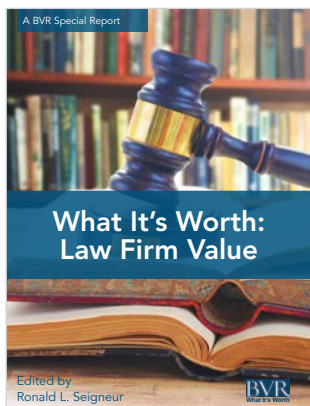


## What It's Worth: Automobile Dealership Value

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Changing market conditions, an array of industry-specific value drivers, and other considerations can make it difficult to describe "the value" of an auto dealership. With a lively industry landscape, business appraisers should be prepared for an increased demand for auto dealership valuation, while owners need to know how to create more value in their dealerships to get the most when they are ready to sell.

**What It's Worth: Automobile Dealership Value** provides you with wisdom from numerous experts who work with auto dealerships and study the valuation issues associated with this industry daily. Combined, these experts point you in the direction to "hit the mark" when valuing and understanding the value of a dealership.



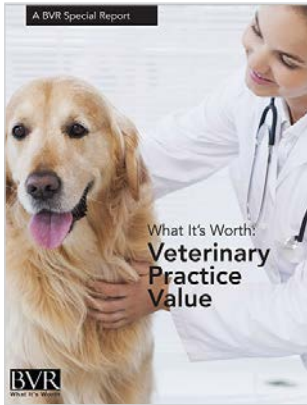
## What It's Worth: Law Firm Value

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The number of law firm mergers and acquisitions has reached record levels over the past few years. This boom in law firm M&A, along with the impending mass retirement of baby-boomer attorneys who own law firms, has created a wealth of opportunities for business appraisers and consultants.

BVR's special report, **What It's Worth: Law Firm Value**, provides a solid foundation for determining law firm value and offers law firm owners critical advice on succession planning. This comprehensive resource helps appraisers understand the key considerations to take into account when valuing a law firm including goodwill, origination credits, billing, and productivity. Plus, it provides key industry trends and data to help benchmark the value of a law firm.



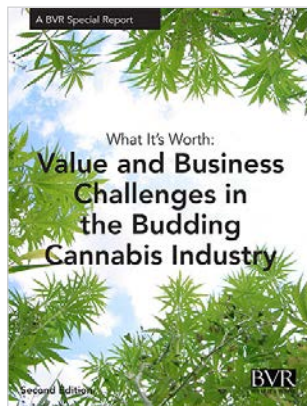


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Whether you are buying, selling, or valuing a veterinary practice, you need to have current information on what drives value in this unique type of business and a thorough understanding of the valuation techniques employed to derive defensible veterinary practice value.

BVR's special report, **What It's Worth: Veterinary Practice Value**, brings business appraisers, practice owners, and potential buyers up-to-date on the current market trends and key drivers of vet practice value. It provides benchmarking data and valuation rules of thumb, along with expert guidance on professional practice issues such as goodwill, covenants not to compete, and common valuation errors and challenges.



## What It's Worth: Value and Business Challenges in the Budding Cannabis Industry

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The legal cannabis industry is a budding business with recreational demand now exceeding that for wine, craft beer, and organic food. Position yourself to successfully complete a valuation engagement in this evolving industry. **What It's Worth: Value and Business Challenges in the**

**Budding Cannabis Industry** helps you navigate the swirl of issues that surround providing services to cannabis businesses. The authors, experts who know this industry inside and out, walk readers through the unique aspects of a cannabis business's financial records, key valuation challenges, benchmarking data, and more.



## What It's Worth: Architecture and Engineering Firm Value

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Determining the value of an architecture or engineering (A/E) firm is a complex assignment. In this fragmented industry, the structure of firm ownership and the types of services it performs varies wildly. Business appraisers need to understand all of the intricacies of an A/E firm business model including client mix, the sources of contracts, a firm's exposure to market sectors, and more.

In this special report, **What It's Worth: Architecture and Engineering Firm Value**, experts home in on these issues to help business valuers, business brokers, and A/E practice owners understand the nuances to valuing a firm, along with data analysis that reveals the latest benchmarks in A/E firm value.

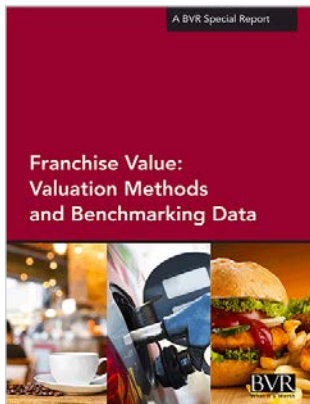


## What It's Worth: Accounting Firm Value

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Revenue for accounting, tax preparation, bookkeeping, and payroll services in the U.S. is forecasted to rise by an annual compounded rate of 6% between 2015 and 2019. Do rising revenues mean increasing value?

**What It's Worth: Accounting Firm Value** offers an in-depth look at the value drivers in and the valuation of accounting firms. It contains vital advice from industry experts for both firm owners and the appraisers who value them. These experts share their vast knowledge and best practices, which will bring readers up-to-date on the pressing issues and key drivers of practice value, along with data analysis that shows the latest benchmarks in accounting firm valuation.

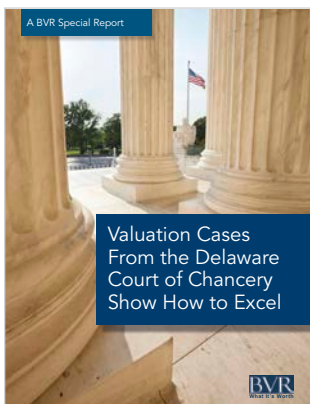


## Franchise Value: Valuation Methods and Benchmarking Data

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With over 10% of all businesses in the U.S. being franchises, and more in some industries, the likelihood of running across a franchise valuation in your practice is substantial. Overcome the unique challenges of valuing franchises with BVR's special report **Franchise Value: Valuation Methods and Benchmarking Data**.

This must-have resource tackles the myriad of valuation challenges and presents a vast amount of valuable franchise benchmarking data, broken down by major industry. Successfully navigate your next franchise valuation with important lessons from the courts and tips on how to overcome the most common franchise valuation issues.

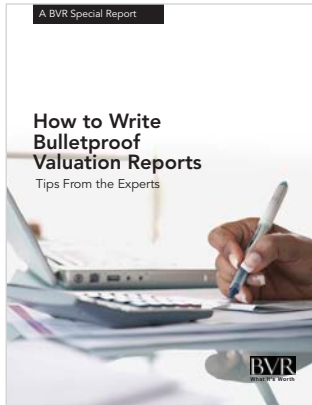


## Valuation Cases From Delaware Court of Chancery Show How to Excel

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Recognized as the nation's preeminent forum for the determination of disputes involving private and publicly held businesses, the Delaware Court of Chancery has long been known to business appraisers and attorneys as the source of many of the decisions and guidelines that govern the valuation process across the country.

**Valuation Cases From the Delaware Court of Chancery Show How to Excel** is an important, one-of-a-kind reference tool for your library. The court case digests and articles presented in this special report provide rigorous analysis of and insight into the court's view of business valuation methodologies and techniques.

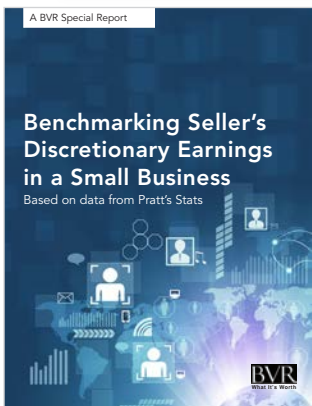


## How to Write Bulletproof Valuation Reports: Tips From the Experts

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Refresh your perspective on business valuation report writing with answers to today's critical questions: Should an appraiser ever write a calculation report? If so, when is it appropriate? How can appraisers write reports that are cost-effective and timely while still exercising proper due diligence? Appraisers know they need to comply with the professional standards their designation mandates, but how often do they review the applicable standards to determine what's new?

This special report, **How to Write Bulletproof Valuation Reports**, compiles the wisdom of top experts and their experience with report writing in one place.



## Benchmarking Seller's Discretionary Earnings in a Small Business: Based on data from Pratt's Stats

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Seller's discretionary earnings is an integral figure in small-businesses transaction data. This special report reveals what small-business owners are achieving in seller's discretionary earnings by sector and company size with benchmarking from 21 industry groupings including real estate, personal services, restaurants, construction, and more. The special report uses *Pratt's Stats*, a database with thousands of business transactions, to analyze seller's discretionary earnings in sold private businesses with metrics including discretionary earnings to revenue, selling price to discretionary earnings, and profit margins.



## Valuing Companies with Real Estate: Appraisal Experts Untangle the Issues

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One of the hottest topics in the appraisal profession is the interaction of real property value and business value for going-concern properties. Many attempts have been made to explain how a real estate professional could appraise certain types of properties, with vagaries in terminology and suspect methodologies that have drawn a good deal of criticism.

**Valuing Companies with Real Estate: Appraisal Experts Untangle the Issues** addresses the unique concerns and challenges of valuing a company with real estate. With perspective from both real estate and business appraisers, this report will help steer the profession toward a more sensible consensus.



## Case Studies in Purchase Price Allocations

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In this report, **Case Studies in Purchase Price Allocations**, experts Nathan DiNatale and Mark Zyla discuss the common approaches to valuing intangibles, considerations in modeling the calculations, and how to interpret the conclusions. It sparks thought and provides insight for those valuation professionals who are interested in providing fair value services related to business combinations. This must-have reference, which includes a case study, navigates readers through performing fair value engagements, reviewing client reports, and how to maintain quality in reporting.



## Key Trends in the Valuation of Government Contracting Firms

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Federal budget battles, unclear tax positions, and domestic and international economic and political trends create a challenging environment for government contracting firms and the business appraisers that value them. **Key Trends in the Valuation of Government Contracting Firms** discusses the unique characteristics and considerations important to owners and valuation professionals in deriving value estimates for businesses that contract with the federal government.

This must-have resource includes top value drivers in the defense and government services markets, special issues to consider when valuing a government contracting firm, and necessary considerations for government contractors with set-aside status.



## Monte Carlo Simulations: Advanced Techniques

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In the ongoing search for simple, easy-to-explain valuation methods, many appraisers have given wide berth to Monte Carlo simulations, fearing their perceived complexity and unsure of their proper implementation. In doing so, valuable insights and metrics may have been missed, potentially at the peril of the appraiser.

Essential for practitioners who wish to elevate their valuation analyses for complex assignments, **Monte Carlo Simulations: Advanced Techniques** is a report that takes simulations out of the laboratory and into practical application. Experts explain Monte Carlo simulations and how they can be applied to real-life valuation problems, and readers will learn how and when to use Monte Carlo simulations, as well as be able to identify pitfalls and prepare for potential problems.



# Guides

BVR's guides on the most important business valuation topics are available in several formats and guarantee that you have the most current references in your library.



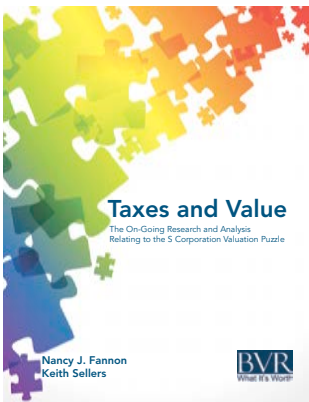


## BVR/ktMINE Royalty Rate Benchmarking Guide, 2017/2018 Global Edition

\$299 Print or PDF | \$349 Print & PDF

The rising impact of intellectual property on corporate value has driven corporations to focus on the competitive advantages offered through the ownership, utilization and commercialization of strategic IP portfolios. With so much opportunity at stake, striking the right balance between IP exploitation and protection is an increasingly key business objective for many organizations. Yet, even the fundamental step in deriving an accurate IP portfolio valuation can pose a significant challenge due to insufficient transactional insight and/or lack of a clear-cut methodology for analysis.

The **BVR/ktMINE Royalty Rate Benchmarking Guide**, 2017/2018 global edition was developed to help provide analysts clarity with an aggregated, big-picture indication of royalty rate trends within industries. The 21 industries examined within this guide help provide better transparency from licensing transactions in a global marketplace that is often murky. With data analyzed and presented from the ktMINE database, you can now have a comprehensive report on global licensing royalty rates and an analysis of value within specific industries, which will help you benchmark IP transactions over a 10-year period.



## Taxes and Value: The Ongoing Research and Analysis Relating to the S Corporation Valuation Puzzle

**Authors/Editors: Nancy Fannon and Keith Sellers**

\$179 Print or PDF | \$229 Print & PDF

**Taxes and Value: The Ongoing Research and Analysis Relating to the S Corporation Valuation Puzzle** provides a substantive contribution to the controversial issue of how to value pass-through entities. Authors Nancy Fannon and Keith Sellers present the findings of decades of academic research on the impact of taxes on firm value and demonstrate that historical market returns impound the effects of shareholder taxes. This research is used to demonstrate how these returns can be adjusted to estimate a cost of capital appropriate for the valuation of a pass-through entity.

### A few comments from the technical review panel...

"Great job marshalling the arguments and presenting them in a logical way."

(Aswath Damodaran, Professor of Finance, Stern School of Business, New York University)

"I am impressed at the research (the authors) put into this document."

(Michael Gregory, Consultant, Michael Gregory Consulting)



# Benchmarking Identifiable Intangibles and Their Useful Lives in Business Combinations, 2nd Edition

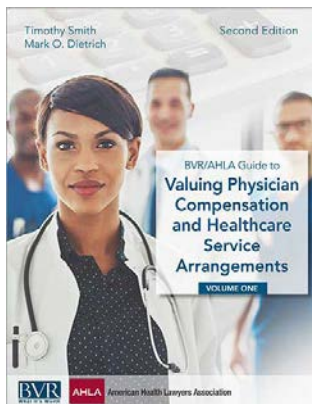
\$199 Print or PDF | \$249 Print & PDF

Until recently, analysts, auditors, and CFOs have been on their own in estimating remaining useful lives of intangible assets without significant benchmarks. Now in its second edition, **Benchmarking Identifiable Intangibles and Their Useful Lives in Business Combinations** delivers a compilation of reported, vetted, and carefully analyzed data, particularly focused on

useful lives of intangible assets as reflected in over 6,000 purchase price allocations.

## Who uses this publication?

- Valuation analysts love it as a handy quick reference for benchmarking intangibles
- Auditors rely on it to stay informed on trends across asset categories and industries
- CFOs trust it to support their rationale for useful life amortization adhering to SOX
- Investors count on it to benchmark a target company's intangible property strength and composition of goodwill



# BVR/AHLA Guide to Valuing Physician Compensation and Healthcare Service Arrangements, 2nd Edition

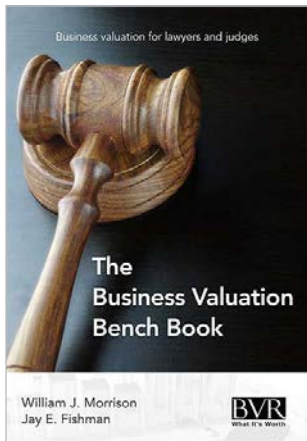
**Author/Editors: Timothy Smith and Mark Dietrich**

\$249 Print or PDF | \$299 Print & PDF

The **BVR/AHLA Guide to Valuing Physician Compensation and Healthcare Service Arrangements**, second edition challenges and deconstructs the industry's current standard for the fair market value (FMV) of physician clinical compensation based on the exclusive use of survey data and certain percentile-based valuation methods. It debunks the current "survey says" paradigm and provides the foundation for a completely new standard for the FMV of physician clinical compensation through an in-depth and systematic presentation of the theory and practice of healthcare compensation valuation.

## Guide highlights include:

- Tap into the expertise of some of the top thought leaders in healthcare compensation valuation—the 42 contributing authors range from a wide cross-section of valuation, consulting, and law firms, including an international perspective
- Access a wealth of thoroughly vetted, critically reviewed, and evidence-based materials and professional literature
- Get the latest theory in healthcare compensation valuation with a broad and comprehensive perspective on this complex topic. This edition is comprised of 83 chapters with almost all updated and new material



## The Business Valuation Bench Book

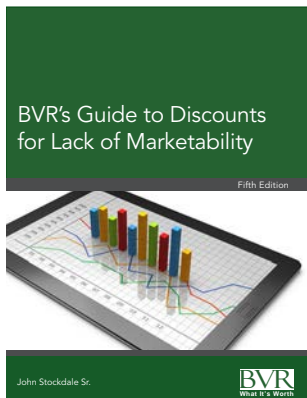
**Author/Editors: William Morrison and Jay Fishman**

\$129 Print or PDF | \$179 Print & PDF

If you are an attorney or judge navigating business valuation concepts and calculations in financial experts' reports, you'll want this practical reference guide on your bookshelf. If you are a valuation expert, you will want to see what the attorneys and judges are reading. **The Business Valuation Bench Book** gives you the guidance and tools to better assess the facts and analysis made by business valuation experts. Written by top financial experts William J. Morrison and Jay E. Fishman, this must-have resource addresses fundamental business valuation concepts in an easy-to-use format.

### Guide highlights include:

- Learn how to work with the valuation issues presented in court more efficiently and effectively
- Navigate complex business valuation concepts—the authors walk through a case study of a clothing store and real estate holding company to illustrate the concepts and calculations involved in different types of companies
- Confidently assess the facts, analysis, and judgments made by the business valuation experts, and the conclusions they draw
- Better compare and critique expert reports with 12 appendices including goodwill jurisprudence by state chart, a list of questions to ask an expert, and more



## BVR's Guide to Discounts for Lack of Marketability, 5th Edition

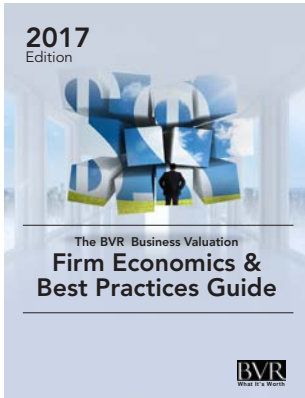
**Author/Editor: John Stockdale Sr. (Two-Volume Set)**

\$249 Print or PDF | \$299 Print & PDF

In the 5th edition of **BVR's Guide to Discounts for Lack of Marketability**, John Stockdale Sr. offers a treatise on the theories, evidence, and techniques for determining discounts for lack of marketability (DLOM). This valuable, two-volume resource offers practical guidance for determining the DLOM and includes a compendium with analysis of more than 100 of the most important cases that have made it into the courts. Case reviews shed light on how judges have viewed experts' use of the relevant facts and economic principles to determine a DLOM.

### Guide highlights include:

- Insight into the IRS view on DLOM
- Expanded discussion of pre-IPO studies and minority public stock evidence
- Studies on the matched pairs approach and discounts in private companies
- Expanded coverage of benefit of the bargain damages
- Computational methods and models including the revised Finnerty and the Ghaidarov average strike put option
- Comprehensive and easy-to-read court case summary table



# Business Valuation Firm Economics & Best Practices Guide

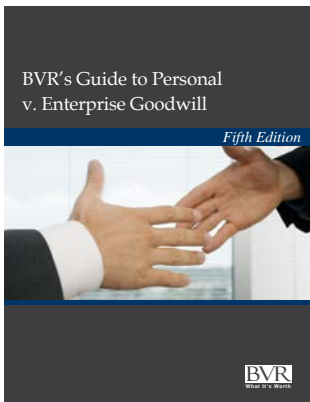
\$99 PDF

BVR's **Business Valuation Firm Economics & Best Practices Guide** is the largest and most thorough analysis of business valuation firm best practices in financial management, marketing, human resources, compensation, and professional and ownership standards. Benchmark your business valuation practice's performance to see how it stacks up against others across the U.S. and several other countries and ensure that you have the most current industry insights that will help

you enhance your practice and plan for future growth.

## Guide highlights include:

- Get key insights and benchmarks on business valuation firm practice management areas including financial management, marketing, research resources, human resources, compensation, and much more!
- Gain the competitive advantage with informed answers to critical questions, including the fastest growing specialty valuation areas, most profitable valuation practice area, compensation and bonus data, and much more!
- Easily plan for future growth by comparing your business valuation practice against others across the U.S. and several additional countries.



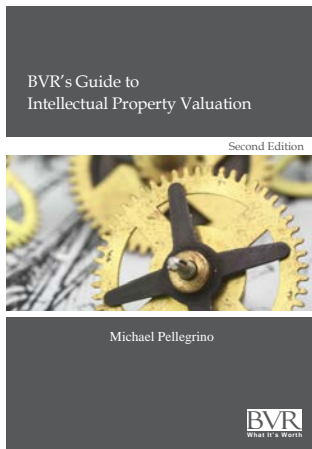
# BVR's Guide to Personal v. Enterprise Goodwill, 5th Edition

\$179 Print or PDF | \$229 Print & PDF

**BVR's Guide to Personal v. Enterprise Goodwill** delivers first-hand knowledge and the most current issues in goodwill with expertise from Mark O. Dietrich, Ron Seigneur, Kevin Yeanoplos, Jay Fishman, Shannon Pratt, David Wood, Noah Gordon, and more. Save valuable research time with the one resource that business valuation professionals need to have in their business valuation library.

## Guide highlights include:

- The most current thought leadership with articles on personal and enterprise goodwill
- The most important court cases regarding goodwill, including digests of critical decisions
- Easy-to-use summary data including a newly updated article with aggregate summary data from the Goodwill Registry on medical and dental practices (published by The Health Care Group)



# BVR's Guide to Intellectual Property Valuation, 2nd Edition

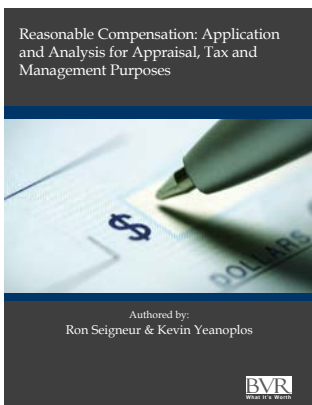
**Author/Editor: Michael Pellegrino**

\$199 Print or PDF | \$249 Print & PDF

This guide is the definitive reference to draw credible and defensible intellectual property (IP) value conclusions. In this edition, expert Michael Pellegrino delivers real-world case studies of IP valuation analyses from start to finish in each of the primary IP categories. This practical, hands-on guide presents an objective framework for conducting due diligence of IP rights, performing the legal analysis, and correlating the impacts of IP rights on value.

## Highlights of this edition include:

- Practical guidance on valuing IP—including boilerplate report requirements, royalty rate analysis, demand analysis, and guidance on presenting the most reliable statistics
- Thorough discussion of valuation approaches and due diligence
- Analysis of patent, copyright, and trademark-specific issues and considerations



# Reasonable Compensation: Application and Analysis for Appraisal, Tax and Management Purposes

**Authors/Editors: Kevin Yeanoplos and Ron Seigneur**

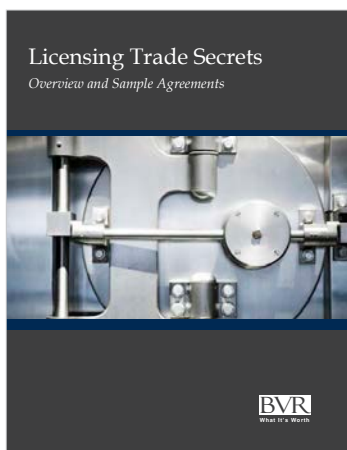
\$199 Print or PDF | \$249 Print & PDF

For many closely held businesses, no single operating expense impacts the profitability as much as compensation. This guide helps practitioners whenever employee-owner compensation is subject to review and adjustment and is an invaluable resource when valuing noncompete agreements or calculating personal versus enterprise goodwill.

## Guide highlights include:

- Normalizing reasonable compensation: how the courts have responded and influenced the body of knowledge
- Determining reasonable compensation: the methods, the data, and the best practices
- Defending your reasonable compensation conclusions: Seigneur and Yeanoplos provide a 12-point checklist
- Court case digests of key compensation cases





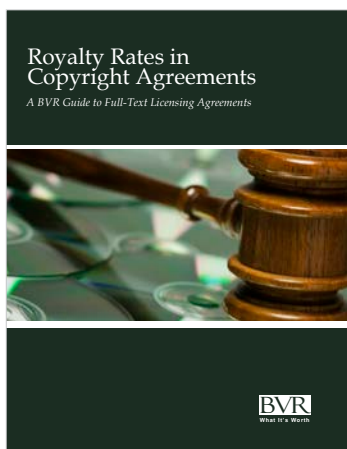
## Licensing Trade Secrets: Overview and Sample Agreements

\$299 Print

**Licensing Trade Secrets** provides an overview of what constitutes a trade secret and how it affects value and includes a wealth of examples of different kinds of real agreements (technology, management, joint venture, etc.) that license trade secrets. By reviewing the actual agreements, readers will learn how companies characterize and monetize their trade secrets—with specific attention paid to the language used, the enhancements to the economic value of the license the trade secrets add, the industries where this is a common practice, and the actual royalty rates.

### Highlights of the guide include:

- Discussion of what a trade secret is
- Trade secret misappropriation
- Keeping trade secrets “secret”
- Trade secret value and licensing
- Trade secret analysis and agreement terms
- Trade secret value sources
- Example agreements:
  - CombinatoRx Inc.
  - MacGregor Corp.
  - Advanced Cell Technology Inc.
  - Shells Seafood Restaurants Inc.
  - And many more!



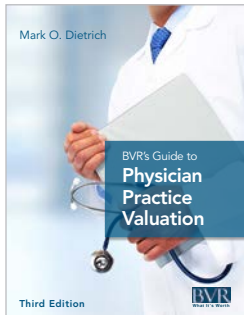
## Royalty Rates in Copyright Agreements

\$595 Print

Until now, very little has been assembled to assist in the valuation of an organization’s copyright assets. Through the transfer of copyright intellectual property rights, creators monetize their works. This one-of-a-kind guide features 800-plus pages of agreements and summaries, including agreements for music, movie, character/personas, scientific/technological information, and more. It illustrates how others have realized value from their copyrights through licensing and readers can gain empirical insight into relative values of these intellectual properties.

### This guide includes agreements on:

- Music composition and recording
- Famous personages: sports and other
- Fictional characters
- Key scientific or technological information
- Infomercials
- TV programs
- Motion pictures, screenplays, and other dramatic works
- Art, publishing, video, and web content
- Translations
- Software and masks
- Video games: consumer/gaming



## BVR's Guide to Physician Practice Valuation, 3rd Edition

**Author/Editor: Mark O. Dietrich**

\$199 Print or PDF | \$249 Print & PDF

**BVR's Guide to Physician Practice Valuation**, 3rd edition, is an essential resource to understand the complexities inherent in physician practice valuation, whether for sale to a hospital, private equity firm, or to another physician. Edited by healthcare valuation thought leader Mark Dietrich, the guide provides current and comprehensive "how-to" guidance on valuation approaches. *(To meet the needs of practitioners interested exclusively in physician practice valuation, all physician practice content from the BVR/AHLA Guide to Healthcare Industry Finance and Valuation, 4th edition, is republished in the Guide to Physician Practice Valuation.)*

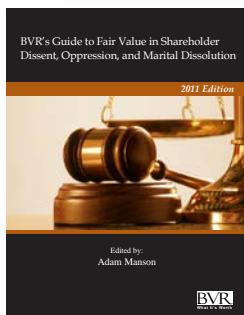


## BVR's Guide to Business Valuation Issues in Estate & Gift Tax

**Author/Editor: Linda Trugman**

\$149 Print or PDF | \$199 Print & PDF

**BVR's Guide to Business Valuation Issues in Estate & Gift Tax**, edited by Linda Trugman, is a key resource for any appraiser practicing in this area. While estate and gift tax issues are one of the top revenue producers for business appraisers, this area of the valuation profession continues to face new challenges. It is crucial for appraisers to stay current with the legal arguments, regulations, and technical theory that apply to estate and gift issues relating to the business valuation profession.

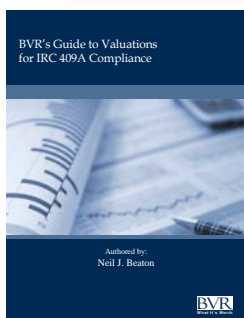


## BVR's Guide to Fair Value in Shareholder Dissent, Oppression, and Marital Dissolution

**Author/Editor: Adam Manson**

\$149 Print or PDF | \$199 Print & PDF

Appraisal actions under both dissent and oppression statutes are on the increase, and it is a fertile field for business appraisers. Fair value statutes are a complex and dynamic standard of value, and interpretations vary widely from state to state. **BVR's Guide to Fair Value in Shareholder Dissent, Oppression, and Marital Dissolution** includes important articles and webinar transcripts, a wealth of court case digests and full text court opinions, a reference chart listing the statutes in all 50 states, and much more.



## BVR's Guide to Valuations for IRC 409A Compliance

**Author/Editor: Neil J. Beaton**

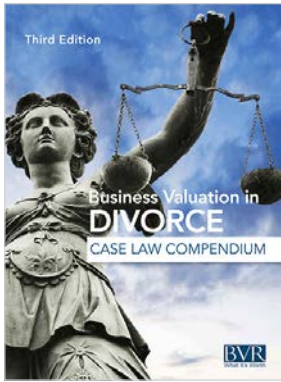
\$199 Print or PDF | \$249 Print & PDF

Understanding and identifying the unique variables required to perform a valuation for an early-stage company is critical to a well-supported, and ultimately acceptable, valuation opinion. This must-have guide, by thought leader Neil Beaton, provides the foundation appraisers need to perform most of the common 409A valuations over a wide variety of economic conditions. It focuses on the nuts and bolts of performing valuation and allocation analyses specifically related to Internal Revenue Code 409A and identifies the unique variables required to perform a valuation for an early-stage company.



# Case Law Compendiums

BVR's case law compendiums contain hundreds of court case digests written by our recognized expert legal editorial team, plus a searchable companion website with hyperlinks to the full text of the actual court opinions and a sophisticated indexing system for searching cases by keywords.

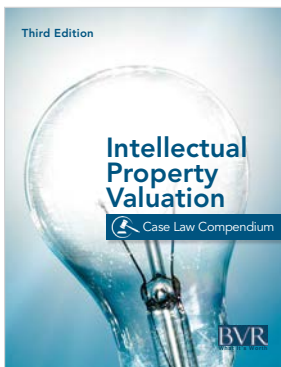


## Business Valuation in Divorce Case Law Compendium, 3rd Edition

\$249 Print or PDF | \$299 Print & PDF (Full text court cases available on website)

**BVR's Business Valuation in Divorce Case Law Compendium** puts 17 years of divorce case law that involves a business valuation issue in one place. Cases cover disputes over personal versus professional goodwill, discounts for lack of marketability calculations, standards of value discrepancies, and much more. Highlights of the compendium include:

- Save hours of research time with the most current analysis of the business valuation issues that often arise in divorce cases
- Easily navigate each state's position on goodwill in divorce
- Don't miss key strategies that can help you be a more effective financial expert



## Intellectual Property Valuation Case Law Compendium, 3rd Edition

\$249 Print or PDF | \$299 Print & PDF (Full text court cases available on website)

**BVR's Intellectual Property Valuation Case Law Compendium** contains over 200 digests and full text opinions of cases that deal with disputes over the value of intellectual property. Use this compendium to take the guesswork out of understanding what it takes for an effective expert/attorney team to win a case in intellectual property valuation. Cases in the compendium tackle key IP legal issues such as lost profits,

reasonable royalties, and expert witnesses.



## BVR's Business Valuation and Healthcare Case Law Compendium

\$249 Print or PDF | \$299 Print & PDF (Full text court cases available on website)

In the heavily regulated and litigated healthcare industry, valuation issues such as physician compensation, intangible assets, personal and professional goodwill, and noncompete agreements, among others, often take center stage in court. Appraisers, attorneys, consultants, and others involved in healthcare industry finance and valuation must be well informed on jurisprudence as well as how the courts view the heavily

debated valuation methodologies they are presented.

**BVR's Business Valuation and Healthcare Case Law Compendium** features the most discussed and the most recent court cases involving business valuation disputes in the healthcare industry. Our legal analysts have crafted this one-of-a-kind resource, which breaks down the cases and the decisions to save you hours of research. Strengthen your understanding of healthcare industry valuation theory, methods, and techniques by pairing this compendium with the **BVR/AHLA Guide to Healthcare Industry Finance and Valuation**.



# Partner Publications

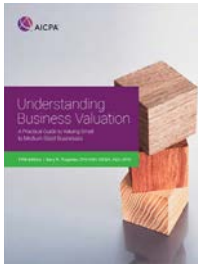
BVR is proud to partner with other publishers to bring you the best business valuation resources available. From the basics of business valuation to more advanced topics such as fair value measurement, our catalog of partner publications is comprehensive.





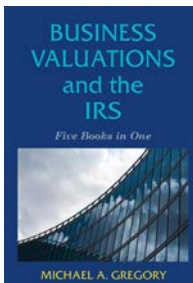
### Mergerstat Review, 2018

Author/Editor: FactSet Mergerstat  
 \$499.00 (Print or PDF)  
 \$629 (Print & PDF)  
 Available in late April 2018



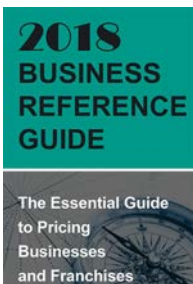
### Understanding Business Valuation: A Practical Guide to Valuing Small to Medium Sized Business, 5th Ed.

Author/Editor: Gary Trugman  
 Publisher: AICPA  
 \$169.00



### Business Valuations and the IRS: Five Books in One

Author/Editor: Michael Gregory  
 Publisher: Birch Grove Publishing  
 \$249.00



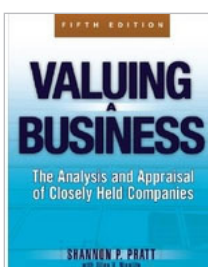
### 2018 Business Reference Guide

Author/Editor: Tom West  
 Publisher: Business Brokerage Press  
 \$167.00  
 (Online subscription available)



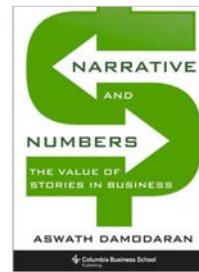
### Comprehensive Guide for the Valuation of Family Limited Partnerships, 5th Ed.

Authors/Editors: Bruce Johnson,  
 James Park, and Spencer Jefferies  
 Publisher: Partnership Profiles  
 \$169.00



### Valuing a Business: Analysis and Appraisal of Closely Held Companies, 5th Ed.

Authors/Editors: Shannon Pratt  
 and Alina Niculita  
 Publisher: McGraw-Hill Co.  
 \$99.95



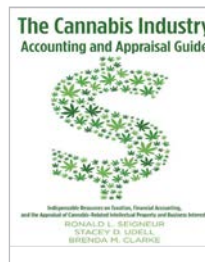
### Narrative and Numbers: The Value of Stories in Business

Author/Editor: Dr. Aswath Damodaran  
 Publisher: Columbia University Press  
 \$29.95



### Architecture and Engineering Business Valuation and M&A Transaction Study, Fifth Ed.

Author/Editor: Rusk O'Brien Gido Partners  
 Publisher: Rusk O'Brien Gido Partners  
 \$399.00



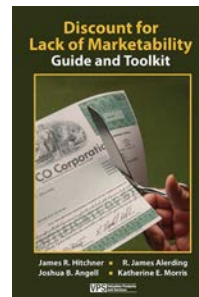
### The Cannabis Industry Accounting and Appraisal Guide

Authors/Editors: Ronald Seigneur,  
 Stacey Udell, and Brenda Clarke  
 Publisher: Canna Valuation  
 \$149.95



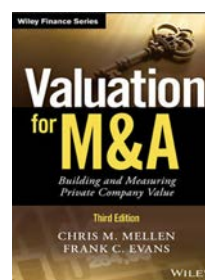
### International Valuation Standards, 2017

Author/Editor: IVSC  
 Publisher: IVSC  
 \$110.00



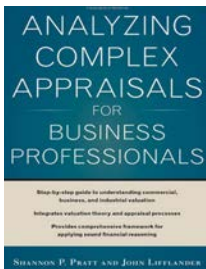
### Discount for Lack of Marketability: Guide and Toolkit

Authors/Editors: James Hitchner, R. James  
 Alerding, Joshua Angell, and Katherine Morris  
 Publisher: Valuation Products and Services  
 \$249

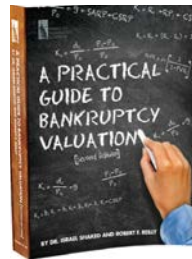


### Valuation for M&A: Building and Measuring Private Company Value, Third Edition

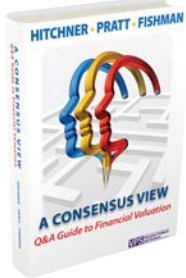
Authors/Editors: Chris Mellen  
 and Frank Evans  
 Publisher: Wiley & Sons Inc.  
 \$85.00



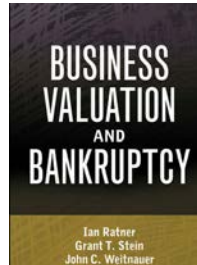
**Analyzing Complex Appraisals for Business Professionals**  
 Authors/Editors: Shannon Pratt and John Lifflander  
 Publisher: McGraw-Hill Co.  
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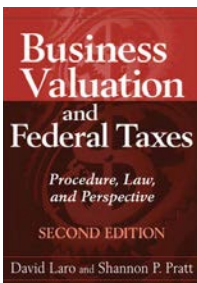
**A Practical Guide to Bankruptcy**  
 Authors/Editors: Robert Reilly and Dr. Israel Shaked  
 Publisher: ABI  
 \$115.00



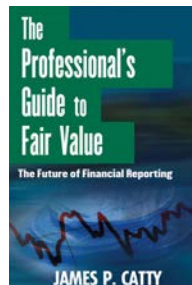
**A Consensus View: Q&A Guide to Financial Valuation, 2016 Ed.**  
 Authors/Editors: Shannon Pratt, James Hitchner, and Jay Fishman  
 Publisher: Valuation Products & Services  
 \$199.00



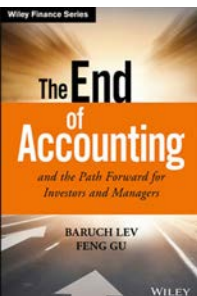
**Business Valuation and Bankruptcy**  
 Authors/Editors: Ian Ratner, Grant T. Stein, and John C. Weitnauer  
 Publisher: Wiley & Sons Inc.  
 \$95.00



**Business Valuation and Federal Taxes: Procedure, Law, and Perspective, 2nd Ed.**  
 Authors/Editors: David Laro and Shannon Pratt  
 Publisher: Wiley & Sons Inc.  
 \$130.00



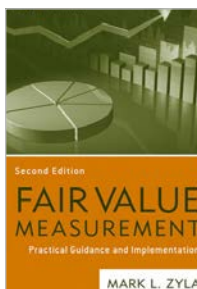
**The Professional's Guide to Fair Value: The Future of Financial Reporting**  
 Author/Editor: James P. Catty  
 Publisher: Wiley & Sons Inc.  
 \$95.00



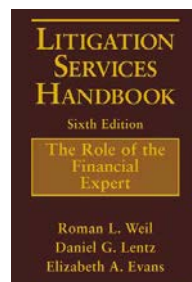
**The End of Accounting and the Path Forward for Investors and Managers**  
 Authors/Editors: Baruch Lev and Feng Gu  
 Publisher: Wiley & Sons Inc.  
 \$49.95



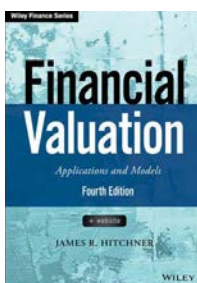
**Architecture/Engineering Firm Business Valuation and M&A Transaction Study, 4th Ed.**  
 Publisher: Rusk O'Brien Gido+ Partners  
 \$399.00



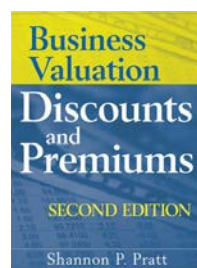
**Fair Value Measurements: Practical Guidance and Implementation, 2nd Ed.**  
 Author/Editor: Mark Zyla  
 Publisher: Wiley & Sons Inc.  
 \$110.00



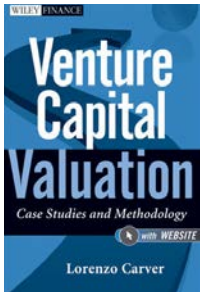
**Litigation Services Handbook: The Role of the Financial Expert, 6th Ed.**  
 Authors/Editors: Roman Weil, Daniel Lentz, and Elizabeth Evans  
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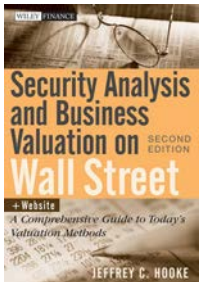
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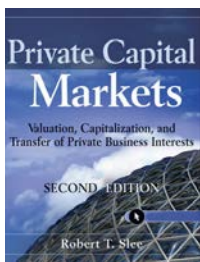
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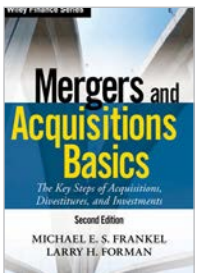
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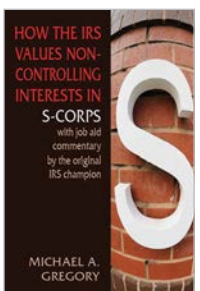
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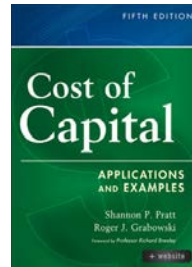
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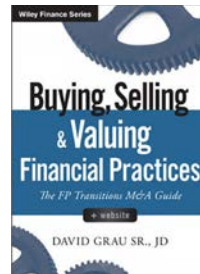
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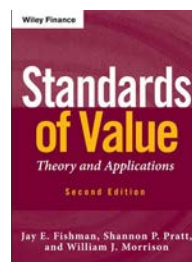
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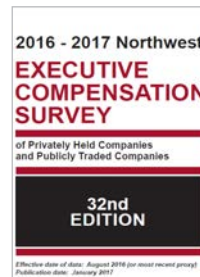
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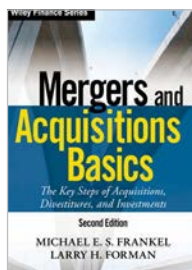
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