

# BUSINESS VALUATION

## HOW MUCH IS YOUR BUSINESS WORTH

At WilkinGuttenplan, we understand that this may be a complicated question, but the answer is essential. Your business is likely one of your most significant assets, and our experts want to help you determine its value. Whether you're contemplating a generational transfer, taking on a new partner, or drafting a buy/sell agreement, business valuation is critical.

## WHY IS IT NECESSARY TO KNOW THE VALUE OF YOUR BUSINESS?

There are several ways your business can benefit from a professionally prepared valuation:

- For succession planning it helps determine the tax strategies for transferring ownership interests.
- In estate and gift tax planning, it may help minimize estate and gift taxes and maximize the transfer of wealth.
- In shareholder disputes, divorce proceedings or litigation situations it could be key in bringing about equitable resolutions.
- It is a critical component of corporate and partnership agreements in determining buy/sell and retirement provisions.

## THE VALUATION PROCESS—AN ART, NOT A SCIENCE

The valuation of a business is more of an art than a science. At WilkinGuttenplan, our process is based on the collection and analysis of relevant facts along with our team's expertise in well-developed business judgment. Our experience spans a wide variety of industries, and you will partner with one of our Certified Valuation Analyst's throughout the process.

No valuation is the same; therefore, we view each as a unique circumstance. Our experts work closely with your business to ensure that the valuation meets its objectives. We consider a variety of factors, including income generation, market conditions, and the value of assets before identifying an approach or combination of methods that is best suited for your business and the purpose of your business valuation.

## EXPERTISE IN DETERMINING YOUR ORGANIZATION'S VALUE

We deliver insight on both the big picture and individual details, making us a trusted source for your business valuation. Our professional knowledge, training, and extensive experience are why clients choose WilkinGuttenplan. Using our seasoned judgment, coupled with our high level of technical proficiency, we can perform the appropriate valuation for your circumstances and give you peace of mind.