

FINANCIAL POISE WEBINAR SERIES VALUATION 2016

SERIES OVERVIEW

“What is it worth?” A valuation (or appraisal, if you prefer) can be performed on virtually any asset: the equity of a company or options to buy the equity of a company; intangible assets (such as patents and trademarks- or even contingent liabilities); real estate; and any sort of personal property. The concept of valuation permeates the business and legal world for reasons that include investment analysis, capital budgeting, merger and acquisition transactions, financial reporting, taxable events to determine the proper tax liability, and litigation, among others. Join some of the leading experts in the country as they discuss- in plain English - the basics and the latest in valuation topics and why valuations of assets can vary so greatly from one professional to another.

As with all Financial Poise webinars, each episode in the series is designed to be viewed independently of the other episodes, and listeners will enhance their knowledge of this area whether they attend one, some, or all of the programs.

EPISODE SUMMARIES

EPISODE #1

What's it Worth: Valuing a Business For Sale

January 19, 2016, 11am CST

You're thinking about buying another business. Or you think it's time to cash out and sell your business. Either way, you need to have or develop a view of what the business in question is worth. The Financial Poise webinar explores and explains, in plain English, the commonly accepted approaches used in valuing a business. It also covers recent trends in valuation multiples, approaches, value drivers, and how synergies are factored into transaction values.

EPISODE #2

Valuing Lost Profits for Litigation Purposes

February 26, 2016, 11am CST

In business litigation matters, financial experts are often asked to provide an opinion on the quantification of economic damages suffered by an injured party. Business valuation and lost profits are two common damages estimation approaches used by financial experts. This Financial Poise webinar explores Lost Profits damages in plain English – when they are appropriate, techniques for valuing, and common pitfalls to avoid in their calculation.

EPISODE #3

Selecting the Right Valuation Expert

March 18, 2016, 11am CST

Selecting the right valuation expert witness can sometime be the most important decision a litigator makes in a case. The expert witness will be the person who helps the jury or judge understand complex valuation matters, and explains how these complex matters fit into the theory of the case. A bad expert witness can lead to confusion – or worse – an opinion that is not accepted by the court. In this webinar, Financial Poise faculty discuss the expert witness due diligence and how to select the right valuation expert.

EPISODE #4

Valuing Your Brand and Other “Soft” Assets

April 29, 2016, 11am CST

Intangible is defined as something "that represents value but has either no intrinsic value or no material being." The fact that intangible assets are lacking in intrinsic value or material being makes it difficult to pinpoint their value, yet such assets often play an important role in the value of a business. This Financial Poise webinar will help attendees understand how experts go about valuing intangible assets; it covers proper valuation methodologies and explains how to access and use market data sources.

EPISODE #5

Bankruptcy Valuation Issues: Fraudulent Transfer and Preference Attacks

May 27, 2016, 11am CST

Bankruptcy trustees, debtors, and liquidating trusts often file claims against former insiders (such as shareholders and executives) for alleged fraudulent transfers. They also commonly sue suppliers on account of having received preferential payments in the weeks leading up a bankruptcy case. The outcome of such litigation revolve around the value of the debtor's assets and whether the debtor was solvent and/or adequately capitalized at the time of those transfers. This Financial Poise webinar provides a brief overview of such litigation and explains how experts determine retrospective solvency and asset values.