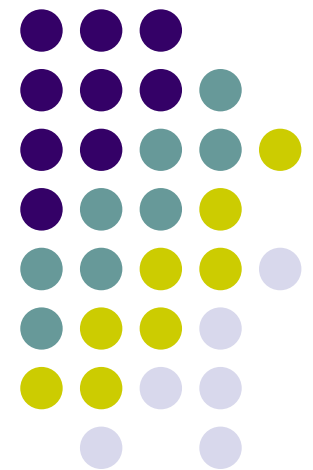
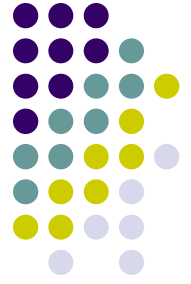


Valuation Training

Troy C. Patton, CPA/ABV

Tony Patrick, MBA,AVA





Patton & Associates, LLC

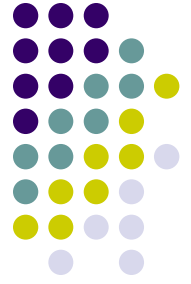
Who are we

Valuations

How can you become a valuation expert?

1. Licensing
2. CPE
3. Training
4. Experience
5. Data

9 Reasons Why You May Want or Need a Business Valuation....



Marital Dissolution

Estate & Gift Tax

Shareholder Buyouts/Disputes

Buy/Sell Agreement

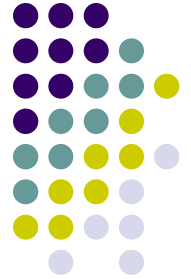
Sub S Conversions

Bankruptcy

Financing

Board Meeting

Personal Planning



What is in a Valuation

Empirical Data of the Subject

Narrative

Economic & Industry Overview and Outlook

Projections

Cap Rate

Discount Rate

Normalization of Financial Statements

What is the most important part of the valuation? _____



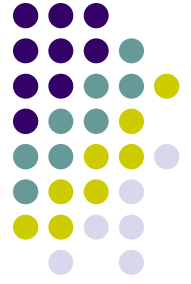
Methodologies

Let's take a look at a sample valuation at www.pattonvaluations.com

Click on Samples

Which method is most important?

Sanity Check:



How can you become involved?

Marketing to your clients:

Marketing to Attorneys:

3 things every Accountant should know about
Business Valuations....

How to work with us while getting licensed.

Assist/Review/Consult