



Business

Valuation

Solutions

What Is Your Business Worth?

From being able to understand how key decisions will affect your business, to achieving your long-term goals by selling or transitioning to a successor, there are many reasons to assess your business's value. While some may think you can arrive at a value for a business by applying a simple multiple to an income number, the likelihood of you getting a realistic value using that simple approach is slim.

That's where an experienced and professional appraiser comes in. Using an appraiser who understands the current market dynamics and what buyers and sellers are looking for is the key to arriving at a value that truly can help you plan and achieve your goals.

Define your business's future by understanding its value.

Finding the Right Appraiser

When you engage the right appraiser, they will help you not only determine your business's value but also help you understand the risks that could decrease and the opportunities that could increase the value of your business. The dedicated valuation team at Wipfli helps you identify those risks and ways to build value back up, such as reducing expenses to increase cash flow, diversifying your customer base and developing a strong management team to succeed you.

Our appraisers have decades of experience performing valuations for businesses spanning a wide range of industries. Looking for specialized knowledge about your industry? We've got it. Want a more hands-on approach? We combine our extensive market information with research, analysis and in-depth discussions with your key personnel to help you understand your business's value and how it can change over time.

Whether your valuation needs are shareholder planning, litigation, financial reporting, selling to an ESOP or facilitating an outright sale, our qualified appraisers can help you achieve your goals.

Engage the Solution That's Right for You



Calculation Report

Typically under 20 pages, the calculation report is primarily in the form of schedules, with limited information on how the value was calculated.



Summary Report

The summary report is an opinion of value used for internal purposes such as management planning or a buy-sell agreement. It provides an outline of how the approaches are used but has limited information on the assumptions made and the support for the assumptions. The report is usually between 20 and 50 pages, including exhibits.



Detailed Report

The detailed report is an opinion of value that's designed to stand on its own if reviewed or challenged by the IRS or a court of law. It's often over 75 pages, including exhibits.



Consulting Solutions

Wipfli also provides consulting solutions for situations where a valuation is not required but advice is desired. This may include market information, risk management, a financial analysis or a market assessment. Should you want to proceed to sale, a market assessment analyzes current market conditions based on industry specifics and the estimated sale price.

What Are the Key Drivers of Business Valuations?

- Buy-Sell Agreements
- Corporate Reorganizations
- Divorce Proceedings and Settlements
- Employee Stock Ownership Plans
- Estate Settlements
- Financial Reporting
- Gifting
- Litigation Support
- Management Planning
- Mergers and Acquisitions
- Financial Reporting (ASC 805 Asset Allocation and ASC 350 Impairment Testing)
- Subchapter S Elections
- Succession Planning or Transitioning

Let's get started.

Whether you need a professional valuation or are looking to build value, Wipfli offers the experience and capabilities you need. Contact us at wipfli.com/BV.