



Business Valuation Services

How much is a business worth?

That's a complicated question—but the answer is important. Whether you're an entrepreneur, attorney, professional advisor or banker, business valuation is a critical issue. For those who have spent years building a business, or are in the market to acquire one, it's an equally significant concern.

Given the complexities and intricacies of the business valuation process, it can be difficult to know where to begin—or whom to trust. At Naden/Lean, LLC, we believe evaluating a business' worth comes down to a unique combination of science and art. In other words, we take into account mathematical calculations and business and market information, as well as the reason for the valuation and the precise set of facts and circumstances surrounding it.

Each member of Naden/Lean's business valuations team is a Certified Valuation Analyst (CVA). An elite designation for Certified Public Accountants, a CVA qualification acknowledges an individual's advanced knowledge and expertise in valuation theory. A CVA professional is qualified to provide business valuation services to business owners, attorneys, financial planners, insurance companies, judges, financial institutions, real estate appraisers and business brokers. You can trust the CVA experts

at Naden/Lean to help you sort through the finer points of the business valuation process using practical, cost-effective strategies that can withstand IRS scrutiny, facilitate dispute resolution and consummate transactions.

Reasons for business valuations

Business valuations are an essential—and desirable—service to address a variety of business and personal financial matters, including:

- Estate and gift taxes
- Charitable contributions
- Financing arrangements
- Purchase or sale of a business
- Mergers or acquisitions
- Gifting programs
- Private placement offerings
- Buy/sell agreements
- Adequacy of life insurance
- Litigation, including business disruption, dissenting shareholder actions, divorce and partner disputes
- Succession planning
- Lost profits/damage calculations
- Expert witness testimony
- Allocation of acquisition price

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Naden/Lean, LLC

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Business Valuation Services, continued

Our business valuation process

At Naden/Lean, we take the following steps to complete your business valuation:

- Determine the purpose for the valuation
- Meet with you to develop a clear understanding regarding expectations and deliverables. This includes formulating an opinion and estimate, as well as an indication of the business' value.
- Collect and analyze the following company-specific data:
 - Company background
 - Products and services
 - Marketing and distribution
 - Competition
 - Operations
 - Management
 - Financial
 - Future expectations
- Review industry and economic trends
- Analyze and apply appropriate business valuation methods
- Prepare agreed-upon deliverables. (This typically includes a summary letter; verbal summary and full report.)
- Meet with you to review the valuation

Our experienced business valuations team

Through a combination of specialized knowledge, training and comprehensive experience, Naden/Lean's CVA professionals are experts at effectively managing each facet of the business valuation process. To learn more about how we can meet your needs, contact us at 410-453-5500.