



Valuing Small Businesses

Shannon Pratt

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An updated edition of the bestselling guide to valuing everything from mom-and-pop stores to businesses worth \$5 million or more

Valuing Small Businesses takes valuation professionals and small-business owners step-by-step through the process of determining the exact worth of a company using the most up-to-date methods and resources available. It includes new or revised chapters on valuation for estate plans, employee stock ownership plans, and corporate partnership dissolutions/buyouts.

Shannon P. Pratt is chairman and CEO of Shannon Pratt Valuations, Inc.; Publisher Emeritus for Business Valuation Resources, LLC; and a member of the board of directors of Paulson Capital Corp., an investment banking firm specializing in small-firm IPOs and secondary offerings.

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