

# DO YOU KNOW?

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*A free periodical to promote education and alert you to important areas of interest in the financial valuation, fraud, and litigation services profession.*

## Do You Know...

### ... whether your business valuation colleagues are tax affecting S corps as a starting point in a valuation?

Valuation Products and Services (VPS) presents monthly webinars in financial valuation and forensic services. As part of each webinar, we have the audience answer poll questions. Given the importance of S corp valuations, we have frequent questions about S corps. Most poll questions ask something like, "When valuing an S corp operating company, do you generally tax affect as a starting point in the income approach?" See the results below (N/A = not applicable):

<u>Date</u>	<u>Webinar</u>	<u>Yes</u>	<u>No</u>	<u>N/A</u>
1/31/17	Annual New Year BV Update	70%	27%	3%
2/3/16	Annual New Year BV Update	79%	16%	4%
9/22/15	Hardball with Hitchner	83%	15%	2%
1/29/14	Annual New Year BV Update	71%	19%	10%
10/15/13	Dos and Don'ts in Small Businesses	81%	11%	8%
8/15/13	How to Detect and Attack a Rigged Valuation	81%	18%	1%
6/19/13	Common and Uncommon BV Mistakes	67%	26%	7%
2/13/13	Small Business Solutions in BV	76%	18%	6%
9/12/12	Hitchner Q&A Panel	77%	17%	6%
8/1/12	Valuation of Small Businesses	63%	22%	15%
<b>Overall Mean Average Yes</b>		<b>75%</b>		
<b>Overall Median Average Yes</b>		<b>77%</b>		

As you can see, over three quarters of the responses do indeed tax affect earnings as a starting point in the valuation of an S corp. For more information on how to value S corps -- with brand-new polls -- attend our 10/26/17 webinar,

### **Best Practices in Business Valuations - S Corps**

See below.

Jim Hitchner's StraightTalk webinar series:

## ***Best Practices in Business Valuation***

### **S CORPS**

**\* Includes New Detailed Case Study \***

**\* Includes Report Language \***

Welcome to our new  
**"Best Practices in Business Valuation Series"**

Our six-part "Best Practices: Business Valuation Methods" was so successful we decided to tackle other important areas in BV, starting here with the valuation of S corps.

Webinar Date:

**Thursday, October 26, 2017, 1-3 pm EDT**

*A fantastic training opportunity, as your entire office  
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