

# AICPA Business Valuation School

Business valuation is one of the fastest-growing niche markets in the CPA profession. Because the discipline is forward-looking and partially subjective, each valuation requires a disciplined approach — CPAs must learn and apply the methods properly.

With the AICPA Business Valuation School course, participants will be exposed to fundamental relevant theory, applications, best practice methods and controversies. They will not only be well-prepared for the ABV exam, but also ready to obtain maximum results for your business valuation engagements and thrive in this popular niche.

## OBJECTIVES

Upon completion of this course, participants will be able to:

- Understand the what, where, why and when of business valuation, including research sources, techniques, planning and presentation
- Analyze company financial statements and risk environment
- Understand the application of the asset approach
- Gain an understanding of income approach theory, methodologies and applications
- Learn types of cash flow models
- Understand the methods and choices for calculating cost of capital
- Gain an understanding of market approach theory, methodologies and applications
- Calculate discounts/premiums appropriate for various levels of value and valuation methods
- Gain an understanding of reporting options and content
- Identify BV organizations and their standards and credentials
- Apply valuation theory and methods to estate, gift, income tax and family limited partnership valuations
- Apply general valuation theory and methodologies to a representative valuation engagement

## HIGHLIGHTS

- Restating a balance sheet to value (includes case study)
- Understanding real estate and equipment appraisals
- CAPM, MCAPM, Build Up, WACC and Arbitrage Pricing Theory
- Guideline company transaction method and sources of data
- Quantitative and qualitative tools for determining and presenting discounts (includes examples)
- Types of engagements and reports (includes complete sample report)
- BV standards and credentials including AICPA, USPAP and IRS business valuation guidelines
- Relevant regulations and revenue rulings for estate, gift, charitable contribution and income tax valuations (includes revenue ruling compliance checklists)
- Family limited partnership valuation issues (includes case study)
- Discount case study exercises

## WHO WILL BENEFIT

- Practitioners interested in creating or growing a business valuation discipline within their firms. The School is also ideal for CPAs planning to attain the Accredited in Business Valuation (ABV) Credential.



## LEVEL

Intermediate

## CPE CREDIT

Classroom: 45

Accepted for ABV and CFF continuing education credit.

## NASBA FIELD OF STUDY

Specialized Knowledge and Application: 45

## PREREQUISITE

None

## PRODUCT ORDERING INFORMATION

On-Site Training: BVS

**This program requires a minimum of 15 participants.**

For information regarding on-site training, email [aicpalearning@aicpa.org](mailto:aicpalearning@aicpa.org), call **800.634.6780 (Option 1)**, or visit [aicpalearning.org](http://aicpalearning.org).