## **Contents**

Foreword	Vİ
Preface	İX
Acknowledgments	ΧV
CHAPTER 1 What Is My Business Worth?	1
CHAPTER 2 Valuation Basics	3
CHAPTER 3 Why Is Valuing Small Businesses Different from Valuing Larger Businesses?	29
CHAPTER 4 Assessing the Subject Company	37
CHAPTER 5 Normalization of Cash Flows	81
CHAPTER 6 Market Approaches	107
CHAPTER 7 Asset Approaches	145
CHAPTER 8 Income Approaches	157

**VI** Contents

CHAPTER 9 Valuing Partial Interests in a Business	221
CHAPTER 10 Goodwill and the Small Business	255
CHAPTER 11 Accounting Issues with Small and Very Small Businesses	265
CHAPTER 12 Details for Business Valuators	301
CHAPTER 13 Assisting the Small Business Buyer or Seller	317
CHAPTER 14 How to Review a Business Valuation	369
CHAPTER 15 Final Thought	397
About the Website	399
Index	401