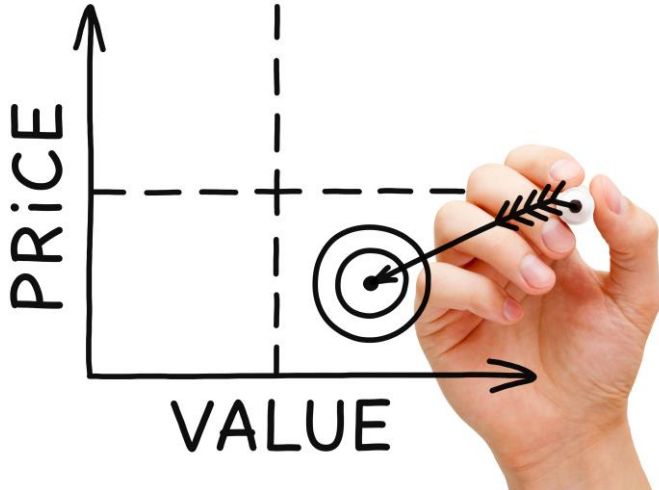




*What's a
company
worth?*



Business Valuation for Lawyers

Joseph Novello, CPA, MBA

Wednesday, December 4, 2019

Live webinar with chat

includes 60 day replay*

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

1:30 pm – 3:00 pm (Newfoundland)

**This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.*

WHO SHOULD ATTEND

This practical, how-to guide is designed for all lawyers looking for a fast track to understanding business valuation. A basic understanding of financial statements is recommended.

ABOUT THE PROGRAM

Today's clients demand that lawyers understand how to value a business - whether in relation to a merger or acquisition, shareholder dispute, or an estates or family law matter. The more you understand about business valuation, the better you'll be able to use your financial understanding to your client's advantage during negotiations or litigation. This recently updated, 90 minute webinar will help demystify business valuation for the average practitioner. In simple, easy-to-understand language, and using realistic examples, CPA, MBA Joseph Novello will explore reasons to value a business, provide practical tips based on which party you're representing, and demonstrate commonly accepted valuation methods. You'll learn the pros and cons of each method, what to watch out for, and how to formulate meaningful inquiries. By the end of the program, you'll have the knowledge and confidence you need to communicate with financial advisors, and represent your client's interests effectively. Joe's simple, proven approach to financial education has helped thousands of lawyers throughout North America better serve their clients - now let him help you! Register early and save!

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome and Introduction

Why Value a Business?

Business Valuation Practical Tips

What to Watch Out for When Valuing a Business

Capital Stock vs. Asset Purchase

Business Valuation Methodologies

- Industry Rules of Thumb
- Projections and Discounted Cash Flow (DCF)
- DCF with Synergies
- Excess Earnings Method
- Evaluation of Assets and Liabilities
- Comparable Companies

Business Valuation References for Lawyers

Program Wrap-up and Evaluation

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REVIEWS FROM PAST ATTENDEES

- “Very impressed with Joe’s financial acumen and his ability to share that knowledge with non-financial people.”
- “What a great program. Joe was entertaining and totally committed.”
- “Really good...Explanations and examples made the materials easy to understand.”
- “Great presenter...covered the material very effectively.”
- “Excellent speaker and materials. Useful far beyond the practice of law.”
- “Very useful seminar, good slides, easy to understand. Shows what a big difference a good teacher can make.”



ON: This program contains 1.5 Substantive hours.

BC: This program has been approved for 1.5 CPD hours.

SK & NB: CPD application is pending.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Ontario and a pre-approved CPD Provider of the Law Society of British Columbia.

MEET YOUR PRESENTER



Joseph Novello began his career in accounting and management consulting at Ernst & Young in New York City. He obtained his CPA license in New York and his MBA in Finance from New York University. Joe’s vast

experience was gained with several domestic and international Fortune 500 companies as Controller, CFO and in other planning and analysis positions.

Since founding the Financial Training Organization in 2010, Joe has presented his finance programs to thousands of lawyers at in-house, bar association, and CLE provider presentations in 15 U.S. states and across Canada.

His goal is to share an easy-to-understand approach that will make dealing with a client’s financial matters more manageable. He brings his real world experience and candid opinions to his programs, and is consistently rated as exceeding expectations.

√ **Yes, I want to attend Business Valuation for Lawyers, with Joseph Novello**

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

- On or before November 8, 2019: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!**
- After November 8, 2019: \$165.00 + \$21.45 (13%) HST* = \$186.45**
- \$0 - I have a \$599.00 Annual All Access Pass. Enter Pass ID: _____**

*With ON HST. Please adjust tax for attendee’s province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in ON. 15% in NS, NB, PEI & NL.

Register online: <http://seminarpartners.ca/register-for-courses/>

Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 2300 Yonge Street, Suite 1600, Toronto, ON M4P 1E4 Tel. 1.866.606.4212 or 647.352.8633 Fax 416.549.1619. Email: jennifer@seminarpartners.ca. Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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