

Business Valuation



Your business is your greatest asset, and there are many reasons to know how much that asset is worth. Whether you are thinking about selling, discontinuing or expanding your operations, acquiring another business or beginning the estate planning process – whatever your reason, you need an expert professional to assist with this critical appraisal.

Professional Oversight – Knowledgeable Insight

The Wiss Business Valuation Group brings the essential credentials, specialty experience and discerning analytical skills necessary to properly value your asset. Wiss professionals are current members of the National Association of Certified Valuation Analysts, the American Society of Appraisers and the AICPA.

Our Approach

Our professionals approach the business valuation process with a focus on the client's intentions. What exactly is being appraised and why? The answers to these and other questions will determine the scope of work and standard of value. Wiss professionals devote time in the planning stage to fully understand your business, the environment in which you operate and the reason for the appraisal. We explain all options, methods and strategies in plain English and communicate why one is more advantageous than another.

Our job is not limited to the determination of your business value. We consider it our responsibility to coordinate an efficient process with minimized costs. Working closely with you and other professionals, we lead the engagement so that each group fully comprehends the goals, the objectives and timelines.

Wiss Valuations – Accurate & Credible

Valuation of a business involves far more than a mechanical computation of facts. Thoughtful and careful consideration of numerous variables is required to determine the appropriate assessment at a given point in time. A reliable business appraisal will consider internal and external variables relevant to your business, such as the nature of the business, historical financial performance, a forecast of operational results, the experience of management, the competitive environment as well as current economic conditions.

It will also include comparative valuations and benchmarking calculations, a tricky business given the confidential nature of financial data for closely-held businesses. The complexity of valuations makes it clear that you need a team of experts to guide you through the process.

Wiss experts keep current with the latest theories and techniques and utilize their knowledge to generate a result that reflects insightful analysis, an understanding of the objectives and the nuances of the business entity. With Wiss, you are assured a valuation that is unquestionably reliable and highly respected in the financial community.

A Wiss appraisal expresses an unambiguous opinion of value presented in a fully documented report.

Expert Testimony

Our professionals have qualified as expert witnesses in Federal and State courts. If you require an expert witness, the Wiss team is able to express an independent, professional opinion with the clarity and precision demanded in a legal setting.

Our Expertise Includes:

- Mergers and acquisitions
- Estate and gift valuations
- Matrimonial litigation
- Shareholder disputes
- Buy/sell agreements
- Economic loss and business interruption analysis
- Partnership admissions and dissolutions
- Intangible asset impairment
- Purchase price allocation
- Goodwill impairment
- Valuation of shares and options