



Valuing Professional Practices

Shannon Pratt

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The go-to guide for appraisers, attorneys, and CPAs tasked with analyzing the worth of any professional practice

The new edition of this industry staple provides the most current best practices for evaluating any professional service corporation (PC), professional service limited liability company (PLLC), or registered limited liability partnership (LLP).

- Contains brand-new material on discounts for lack of marketability, public company data, and comparative transaction databases, and alternative dispute resolution
- Case studies of successful valuation processes illustrate how and why the methods outlined in the book are the most effective available

Shannon P. Pratt is chairman and CEO of Shannon Pratt Valuations, Inc.; Publisher Emeritus for Business Valuation Resources, LLC; and a member of the board of directors of Paulson Capital Corp., an investment banking firm specializing in small-firm IPOs and secondary offerings.

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