



Business Transition: A Discipline Tailor-Made for Business Valuators

Wednesday May 6, 2015

12:00 PM – 1:30 PM

Presentation Overview

Business valuation is a fulcrum consideration in business transition. Business valuers who understand and can effectively participate in business transition – be it an arm's length sale or generational business transition – are positioned to play one of the most important of the discipline-specific expert roles required in either of those processes. This webinar will address:

- business valuation as a business and business transition report card
- business valuation in our current new economic and financial markets normal, and how those things bear on business transition planning
- the role of business valuation experts in long-term business viability assessments, and the importance of those assessments in business transition
- the importance of communicating to clients the difference between stand-alone value and open market price in the context of business transition
- the role business valuation experts can play in strategic business planning and hence business transition
- the value-add an experienced business valuator can bring to the business transition table

This webinar will be of interest to business valuation experts (and many of their clients) who:

- are already involved in rendering business valuation opinions and advice in the context of business transition
- are not currently involved in business transition matters, but want to join what over the next twenty years may become the biggest "business party in town" .

Presenter

Ian R. Campbell, FCBV

Ian R. Campbell is a graduate of Western University's Ivey Business School and is a Fellow of both the Chartered Professional Accountants of Ontario and the Canadian Institute of Chartered Business Valuators. He is the author of several business valuation texts, most recently *The Valuation of Business Interests* (2001). He is a past director of several publicly and privately held corporations.

Ian first offered business valuation advisory services in Canada in 1969. From 1972 to 1976 he headed the business valuation practice of one of Canada's largest public accounting firms. In 1976 he founded Toronto-based Campbell Valuation Partners Ltd., one of Canada's foremost independent business valuation consultancies. He retired from that firm in 2013.

The Canadian Institute of Chartered Business Valuators recognizes Ian's contribution to the Canadian business valuation profession through its annual funding of the Ian R. Campbell Research Initiative.

Since 1969, Ian has:

- Been instrumental in developing the practice of business valuation consulting in Canada through participating in the founding of the Canadian Institute of Chartered Business Valuators, lecturing and writing
- Advised hundreds of Canadian business owners and their professional advisors with respect to business valuation, business succession planning and business sales and acquisition matters
- Testified in business valuation matters before Canadian courts in appraisal/oppression remedy shareholder dispute matters, in income tax cases and in cases dealing with Canadian securities law

- Interacted with and rendered business valuation and transition advice to a large cross-section of family (and non-family) business owners who have successfully transitioned their businesses through two or more generations
- In 2014 published the book *50 Hurdles: Business Transition Simplified* in order to fill what he thought to be a gap in business transition literature. He publishes the *Business Transition and Valuation Review*, a free subscription newsletter. See the website 50Hurdles.com
- Ian now speaks regularly on the topic of family business transition and offers overview business transition and valuation advice to business owners and their professional advisors

Register <https://cicbv.ca/events/business-transition-a-discipline-tailor-made-for-business-valuators/>

Fees \$ 75.00 + applicable provincial taxes

Once you register for this webinar, no refunds will be issued, however you may substitute your attendance with someone else as long as a written request is emailed in advance.

Log-in information will be sent to you the day before the webinar.

CE Credit 1.5 hours