



ANNUAL CONSULTANTS' CONFERENCE

JUNE 8-11
2011
SAN DIEGO



NATIONAL ASSOCIATION OF CERTIFIED VALUATORS AND ANALYSTS • INSTITUTE OF BUSINESS APPRAISERS

Track: **Valuation Forum**

Session Date/Time: *Friday, June 10, 2011 • 2:05 – 3:45 PM*

Session Title: **Winning through Regression: The Power of Statistics on Your Side**

Session Summary:

Using "real case" examples with user friendly terms, the presenter will explain "regression analysis" basics and its application to the various valuation methodologies. He will explain how to set up the Excel worksheet for the regression analysis. This includes the selection of the appropriate "in-puts" as well as how to interpret the outputs. He also includes explanation and application of "Log-Log Regression." After this presentation, the attendees will have a basic understanding of regression analysis and be able to apply this analysis to the "Discounted Cash Flow" and the "Guideline Company or Direct Market" methods.



CPE Hours/Fields of Study: CPE: 2 • 1Hr-MM, 1Hr-ST

Presenter Bio(s): **Jay Abrams, ASA, CPA, MBA**



Jay B. Abrams, ASA, CPA, MBA specializes in valuing privately-held businesses. He is the author of two books published by McGraw-Hill: *Quantitative Business Valuation: A Mathematical Approach for Today's Professionals* ©2001 and *How to Value Your Business and Increase its Potential* ©2005. The second edition of *Quantitative Business Valuation* is published by John Wiley & Sons. He is nearly finished with a book on the valuation of S Corporations and other non-tax entities. Mr. Abrams has invented several valuation models and approximately 150 valuation formulas. Plaintiff's economist used Abrams' Economic Components Model for the Discount for Lack of Marketability in *Maris Distributing Co. v. Anheuser-Busch, Inc.*, 302 F.3d 1207 (11th Cir. 2002). He has an MBA in finance from the University of Chicago, where he also took graduate courses in the Department of Economics. He received his B.S. in Business Administration from California State University, Northridge, where he received the Arthur Young (now Ernst & Young) Outstanding Accounting Student Award in 1972.