Equity Value Enhancement. A Tool to Leverage Human and Financial Capital While Managing Risk. Wiley Finance

Description:

"The foundations of wealth creation and preservation are not as well understood as one might think. It takes special wisdom and a keen grasp of risks and opportunities to master value creation. Dr. Carl Sheeler combines both an analytic knowledge and practical wisdom in Equity Value Enhancement. Carl is able to help advisors and owners avoid the trap of knowing 'the price of everything and the value of nothing' (to quote Oscar Wilde). Carl demonstrates a holistic approach to reflect how financial and human capital, when yoked together, yield uncommon results. A welcome read."

David Teece, PhD, Chairman and Principal Executive Officer, Berkeley Research Group, LLC

"Equity Value Enhancement represents a distinctive view of valuation presented within a tight, comprehensive context relevant to executives, professional advisors, and business owners that want 'to lead the herd.' In this book, Dr. Carl Sheeler demonstrates his many years of experience and high-level technical expertise reflecting strong quantitative grounding, precision of thought, and high-level insights into risk management and value creation. This highly readable resource reflects a deep understanding of the marketplace and discusses pragmatic approaches to enhancing value and building win–win relationships. This is a must–read for those who truly want to excel and make a difference."

Thomas J. Handler, JD, PC, Managing Partner, Chairman, Advanced Planning & Family Office Practice Group, Handler Thayer, LLP, Attorneys and Counselors at Law

"At a time when valuation opportunities are becoming more and more commoditized, Carl provides a beacon for service professionals to follow. He identifies a path through the shifting sands of fee negotiations and the hard–core sale of services, as well as outlines the value drivers and best practices in value-added professional services where intangible assets are of primary concern. He provides real solutions for meeting and exceeding the needs and expectations of potential clients as well as their other professional advisors. I can already see that Equity Value Enhancement will become a must–have resource for any practitioner involved in the valuation and business consulting services area."

Lari B. Masten, MSA, CPA/ABV/CFF, CVA, ABAR, MAFF, Founder and Managing Director, Masten Valuation, LLC, Denver CO

"One of Mr. Sheeler's objectives in Equity Value Enhancement is to challenge appraisers to think differently about their purpose, actions, and outcomes. He integrates several schools of thought in the process, from technical concepts to a more holistic focus on serving in a 'trusted advisor' capacity. It is evident in the specificity of his content born from decades of experience and thousands of projects that he has, in fact, achieved this objective. This book is a compelling wake–up call for our profession."

Brent Uken, CFA, ASA, Principal, Transaction Advisory Services, Ernst & Young

"Why do innovative companies fail to meet their growth objectives? How do generations of equity vanish from successful family businesses? Why do so many acquisitions fail to create the value outlined in the terms of the plan? With Equity Value Enhancement Carl Sheeler has provided a much needed, holistic perspective on risk mitigation, and value growth and preservation. Sheeler's techniques are astute both emotionally and financially. Equity Value Enhancement is as compelling and enlightening as it is authoritative."

Bill Williams, Regional Sales Manager, U.S. Service Provider, Cisco Systems

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