

1. Record Nr.	UNINA9910808236103321
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Titolo	Equity value enhancement : a tool to leverage human and financial capital while managing risk // Carl L. Sheeler
Pubbl/distr/stampa	Hoboken, New Jersey : , : Wiley, , 2016 ©2016
ISBN	1-119-09198-5 1-119-09202-7
Edizione	[1st edition]
Descrizione fisica	1 online resource (358 pages) : illustrations (some color)
Collana	Wiley Finance Series
Disciplina	658.15/5
Soggetti	Human capital - Management Capital market Value investing Risk management
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Includes index.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	Machine generated contents note: Foreword Preface Acknowledgments Chapter 1: Value ABCs Capital and Risk Understanding Assets Plugging the Gap Notes Chapter 2: Focus on Trusted Advisors The Path to Being the Best Question Yourself Taking It to the Next Level Notes Chapter 3: Focus on Business Owners The Role of Advisors The Cost of Bad Advice The Value of Leveraged Knowledge Engaging the Best Practical Vetting Suggestions Size and Scope Considerations Setting Expectations Note Chapter 4: Risk in the Eye of the Beholder Inexperienced Business Appraiser Lenses CPA Lenses Attorney Lenses Investment Banker/Business Broker/Business Intermediary Lenses Commercial Banker Lenses Insurance Professional Lenses Wealth Manager/Financial Advisor/ Fiduciary/Trust Officer Lenses Research on Risk & Returns Economist Lenses MBA/Ph.D./CFA Lenses Owner/Family Lenses Family Business Advisor Lenses Staff/Vendor Lenses Client Lenses Notes Chapter 5: The Role of Governance Governance Focus on Culture About Boards, Governance & Strategy Healthy Board Governance & Strategy Creates Value Strategy & Equity Value Family Harmony & Legacy as a Governance Driver Board Strategy & Governance Creation Why

Governance is Needed Board Structure & Member Traits FO Governance & Risk Management Qualitative Valuation Measures Taking Control The Secret Sauce Governance Measurements Governance Takeaways Notes Chapter 6: The Role of Relationships Client Relationships Advisor Relationships Commercial Bankers Investment Bankers Insurance Agents Wealth Advisors Board of Directors The Bottom Line on "Free" Advisors Accountants Attorneys Fractional CFO Family Relationships Shareholder Relationships Vendor Relationships Community/Legislative/Philanthropic Relationships Notes Chapter 7: The Role of Risk Financial & Legal Oriented Risk Commonly Missed Risks Final thoughts Notes Chapter 8: The Role of Risk Operational Related Risks Operational Related Risks Chapter 9: The Role of Knowledge A Matter of Culture Healthy Knowledge Be Transparent Encourage Two-Way Communication Knowledge and Human Capital Knowledge Measures Notes Chapter 10: Valuation versus Value Creation ("GRRK") Software and Rules of Thumb A Personal Aside Collaboration, Cohesion and Transformation Notes Chapter 11: Putting It All Together - Four Vignettes Vignette One - What the 2009 financial crisis can teach us - it's about relationships Vignette Two - The trees and forest syndrome Vignette Three - The Path Not Taken Vignette Four - Putting it All Together (Strategy, Human Capital and Finance) Recommended Reading About the Author Index .

Sommario/riassunto

"A detailed look at risk identification and value creation in private equity investment Equity Value Enhancement ("EVE"): Governance, Risk, Relationships & Knowledge ("GRRK") provides the information and tools practitioners and business owners need to work with the multitude of intangibles ("GRRK") in equity investment decisions. The author engages readers with an insightful and brief claim: "Values are more than numbers." He then provides support for just how important human capital is to the value creation paradox. He doesn't stop there because ideas without definitive actions don't promote transformation. He further challenges the reader with: "If you don't think outside of the box, you're doomed to live in the box." A user-friendly manual chock full of vignettes, suggestions and pithy commentary EVE is a must read for owners, officers, boards and advisors to derive understanding of business value drivers. This book teaches the reader how to conduct more intangible asset due diligence as well as what decisions and behaviors impact value. With more effective methods of risk identification, measurement, management, and mitigation ("IMMM"), trusted advisors and owners can establish a "working on the business" strategy to prioritize issues impacting a company's intangible assets - assets which almost inevitably create the largest component of value in flourishing companies. This focus also serves to reduce risk while leveraging human capital and operational effectiveness. This book challenges users of value enhancement and valuation services to demand greater intellectual rigor to best serve owners/investors of the United States' economic engine--the midmarket company. Therefore, readers are challenged to look beyond the common metrics and numbers. They are admonished to rely less on formulaic approaches and on software that can generate spurious opinions. The reader is called to action by the author, a US Marine Combat Officer veteran, to lead the change: "You burn the boats if you want to be sure you succeed taking the island." Trillions of dollars of private equity are changing hands as Baby Boomer owners and investors seek greater liquidity and legacies while investors seek higher returns from direct investment in private companies. This book provides risk and human capital guidance removing some of the guesswork on valuation and value creation. Provide better evidence of value & equity

discounts Identify and quantify risk and provide tools to manage it
Inform better business management and investment decisions
Create a more comprehensive valuation for equity investments
Roadmap and strategy for enhancement of going concern value
Governance, Risk and Compliance ("GRC") management are hot topics in today's economic environment. The familiar financial metrics may not be providing adequate indications of value creation - the core principle of most shareholder investment expectation. To identify risk and work with it effectively, practitioners need an in-depth understanding of the forces at play. Equity Value Enhancement is a detailed, insightful guide for making better equity decisions. Finally, the author puts his passion front and center by offering the reader the opportunity to invest in the human capital this book addresses by encouraging support of military veteran's with combat PTSD so they may be productive citizens with the leadership and business skills provided by our country's "Greatest Generation."--
