

ON THE COVER



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THIS WAY TO THE EGRESS: WHAT BUSINESS VALUATORS NEED TO TELL THEIR CLIENTS AS THEY CREATE THEIR EXIT STRATEGY

By Paul Visokey, CBI, CVB

There is no denying the Baby Boomer Generation (people born from 1946 to 1964) have made a significant impact on society. From infancy on, Baby Boomers have changed perceptions on everything from childrearing to retirement. In general, these changes have helped boost the economy of every decade since the end of WWII. And now, the Boomers are about to have another impact, although this one may not be so positive. It has been likened to an Age Wave Tsunami and it is heading our way.

IN THIS ISSUE...

13 AN OPINION ON LOWERING PROFESSIONAL STANDARDS: DUMBER ACCOUNTANTS? NO WAY!

By H. Charles Johnson, JD, CVA, MBA

Are we about to dumb down the accounting profession in America, and in particular, business valuation careers? This is the fear of some people in the profession, after the Appraisal Qualification Board (AQB) recently relaxed its standards. The author does not share those fears and explains why he is confident in the profession.

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ACADEMIC REVIEW

ACADEMIC RESEARCH BRIEFS

By Peter L. Lohrey, PhD, CVA, CDBV

The purpose of this column is to provide the readers of *The Value Examiner*, summaries of contemporary research in business valuation and forensic accounting. The manuscripts covered are selected from numerous academic research outlets that include relevant topical coverage of valuation and related forensic accounting issues. The objective is to illustrate the core of this novel research while increasing awareness among the community of the subject matter.

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LITIGATION CONSULTING

CASE LAW UPDATE: PATENT CASES MAKING AN IMPACT

By Roberto Castro, JD, MST, MBA, CVA, CPVA, CMEA, BCMHV

Valuation of patent rights is one of the main activities related to intellectual property management within an organization or company. As a business valuator, knowing the economic value and importance of the intellectual property rights helps the business owner make strategic decisions regarding the company's assets, and facilitates the commercialization and transactions concerning intellectual property rights. The author discusses the outcome of *Amgen Inc., Amgen Manufacturing Limited, Amgen USA, Inc. v. Sanofi, Avetisub LLC, Regeneron Pharmaceuticals, Inc., Sanofi-Aventis U.S.*, (Case No. 2017-1480).

DEPARTMENTS

24 HEALTHCARE INSIGHTS

THE DUE DILIGENCE IMPERATIVE: COMPETITION (Part Four of a Six-Part Series)

By Todd A. Zigrang, MBA, MHA, FACHE, ASA

The first part of this six-part series set forth an overview of the due diligence imperative for valuation professionals, in the context of the *Four Pillars of Healthcare Value*, i.e., Reimbursement, Regulatory, Technology, and Competition. The second and third installments reviewed the due diligence process related to the reimbursement and regulatory environments, respectively. This fourth installment will review the due diligence process as it relates to competition in the healthcare industry.

27 PRACTICE MANAGEMENT

PRACTICING SOLO: DAVID COOPER

By Rod P. Burkert, CPA, ABV, CVA, MBA

The author interviews sole practitioner David Cooper, CPA, CVA, CPCM, from Idaho, and splits his time between Boise and McCall.



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