

JRB'S BUSINESS VALUATION WEBINAR: KEY TRAINING ON SBA REQUIREMENTS & PROCEDURES

We're often asked to educate lenders about key components of SBA lending, so we welcomed the invitation from the San Antonio District Office to lead a Business Valuations Webinar. Business valuations are often required by the SBA when there's a change of ownership of a business or when debt originally used to finance a change of ownership is being refinanced by SBA guaranteed financing. The SBA regards them as critical in helping buyers know what they're buying and determining that the seller's asking price is supported by historic operations.

Responding to the SBA's request, we asked Neal Patel, CBA, AVA, principal of [Reliant Business Valuation LLC](#), a nationwide business valuation and equipment appraisal firm specializing in valuations for SBA lenders, to team up on a training course. Neal trains at regional and national SBA conferences so we often connect and discuss SBA-related topics. To lead the session, we didn't need to look far: [JRB Senior Associate Brad Crosley](#). With more than 30 years of commercial lending experience, Brad is an SBA guru. Among his many responsibilities is heading our training division. He created a seamless Q&A format for our webinar so participants could interact and stay involved. Tuning in were 25 loan officers and underwriters, representing national, regional and local SBA lenders.

The value of valuation training

Neal stressed the importance of lenders knowing the basic and advanced skills required for successful business valuations so they avoid screen-outs, and applications progress smoothly and seamlessly. Training provides that. Our webinar covered the SBA's rules and requirements, critical areas of the business valuation process and scenarios of typical situations lenders find themselves in. Some key points:

- When and why a business valuation is required
- What type of valuation a lender should order
- Who is qualified to provide valuation services so a loan is in full compliance with SBA guidelines
- Different types of valuation approaches and appraisal methodologies (because lenders are required to review all completed valuation reports)
- How to define intangible assets and why they matter
- Cash flow analysis and applying valuation multiples

At J.R. Bruno & Associates we're proud of the training and educational services we provide. As an approved SBA Lender Service Provider (LSP), we're here to serve your SBA lending needs and act as an

ongoing resource in specialized areas as we did for this webinar. Watch for more JRB Webinars coming soon! And as always, feel free to call me at 626.688.2125 or visit www.jrbrunoassoc.com.

Joanna

Joanna Bruno
President
J.R. Bruno & Associates
870 Market Street, Suite 462
San Francisco, CA 94102
415.362.1200
626.688.2125 Cell
joanna@jrbrunoassoc.com

Visit us at www.jrbrunoassoc.com