

# The definitive guide to valuation written by a who's who of today's top practitioners

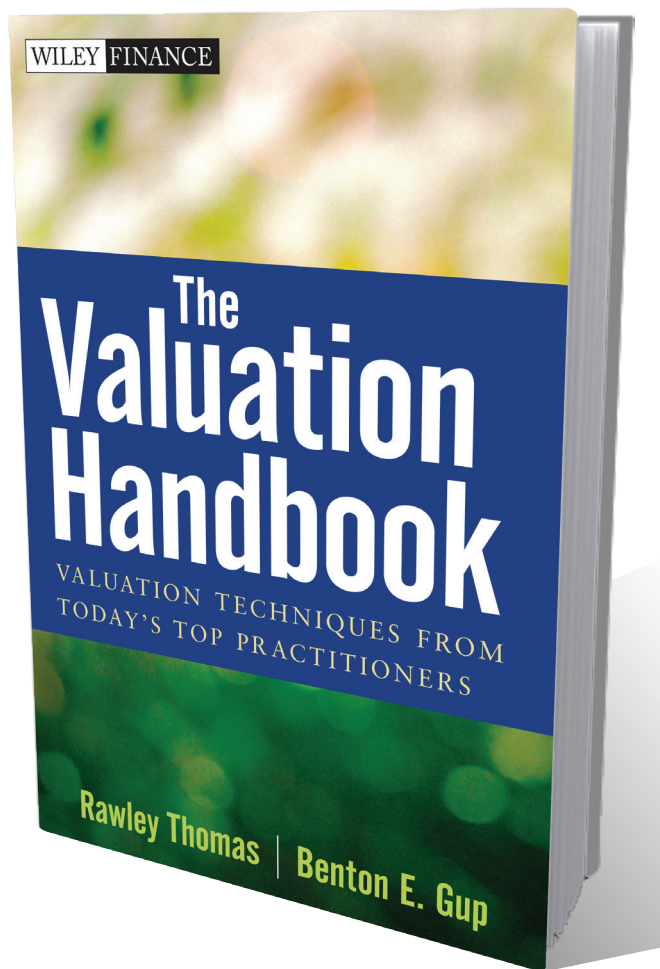
*The Valuation Handbook* differs significantly from other related books on this topic because the contributors are practitioners, academics, and investment firms that explain how they value companies and other assets. It concentrates on specific and innovative valuation techniques, rather than the theoretical approaches more generally accepted and discussed. Given the extreme volatility of the stock market, valuation is a critical issue for analysts, investors, and businesses. Here, various professional contributors explain how their firms approach the valuation process, while academic contributors share their valuation consulting and research experience.

"There is an old phrase about knowing the price of everything, and the value of nothing. That phrase unfortunately encompassed the global investment markets leading to 2008. If ever there was a time for improving techniques and perspectives on valuation, it is now, and this book delivers."

—**MICHAEL FALK**, CFA, VP and Chief Investment Officer,  
ProManage, LLC

**Rawley Thomas** (St. Charles, IL) is President of LifeCycle Returns, Inc. (LCRT). He served as Assistant Treasurer of SuperValu Stores, joined Callard, Madden in 1981, co-founded HOLT Planning in 1985, and directed Value Management research for The Boston Consulting Group for eleven years. Credit Suisse First Boston acquired the successor to HOLT Planning, HOLT Value, in early 2002. Thomas is VP Practitioner Services for the Financial Management Association International (FMA) and is Chairman of the FMA Practitioner Research Committee. Currently, he serves on the Northern Illinois Accountancy Board and chairs the FMA PDDARI supported by the CFA Society of Chicago. PDDARI stands for Practitioner Demand Driven Academic Research Initiative.

**Benton E. Gup**, Ph.D., (Tuscaloosa, AL) has a broad background in finance. After receiving his Ph.D. in economics, he served as a staff economist for the Federal Reserve Bank of Cleveland. He currently holds the Robert Hunt Cochrane/Alabama Bankers Association Chair of Banking at the University of Alabama. He also held banking chairs at the University of Virginia and the University of Tulsa. He worked in bank research for the Office of the Comptroller of the Currency while on sabbatical in 1997. Gup is the author or editor of a number of books in the finance area.



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