Bibliography

- Albo, Wayne P. and A. Randal Henderson. *Mergers & Acquisitions of Privately-Held Businesses*, 2nd ed., Toronto: Canadian Institute of Chartered Accountants. 1989.
- Desmond, Glenn M. *Handbook of Small Business Valuation Formulas and Rules of Thumb*, 3rd ed. Camden, ME: Valuation Press, 1993.
- Fannon, Nancy J., and Heidi Walker. "Uses and Abuses of Market Data: An In-Depth Look at the Tools of Our Trade," *Business Valuation Review*, Summer 2006.
- Fishman, Jay E. "The Problem with Rules of Thumb in the Valuation of Closely-Held Entities," *Fair\$hare*, December 1984, p. 13.
- Kuhn, Robert Lawrence, ed. *Mergers, Acquisitions and Leveraged Buyouts*, New York: McGraw-Hill, 1990.
- Marren, Joseph H. Mergers & Acquisitions: A Valuation Handbook, New York: McGraw-Hill, 1993.
- Mellen, Chris M. and Frank C. Evans. *Valuation for M&A: Building and Measuring Private Company Value*, Hoboken, NJ: John Wiley & Sons, Inc., 2018.
- Pratt, Shannon P. "Insights on Private Company Sale Pricing." *The Journal of Business Valuation* (Proceedings of the 4th Joint Business Valuation Conference of the Canadian Institute of Chartered Business Valuators and the American Society of Appraisers), Toronto: The Canadian Institute of Chartered Business Valuators, 1999, pp. 133–140. Also available at www.BVLibrary.com.
 - . The Market Approach to Valuing Businesses, 2nd ed. Hoboken, NJ: John Wiley & Sons, 2005.
- Reilly, Robert F., and Robert P. Schweihs. *Handbook of Advanced Business Valuation*, New York: McGraw-Hill, 1999.
- West, Thomas L., Business Reference Guide, 30th ed., Concord, MA: Business Brokerage Press, 2020.