

# What is

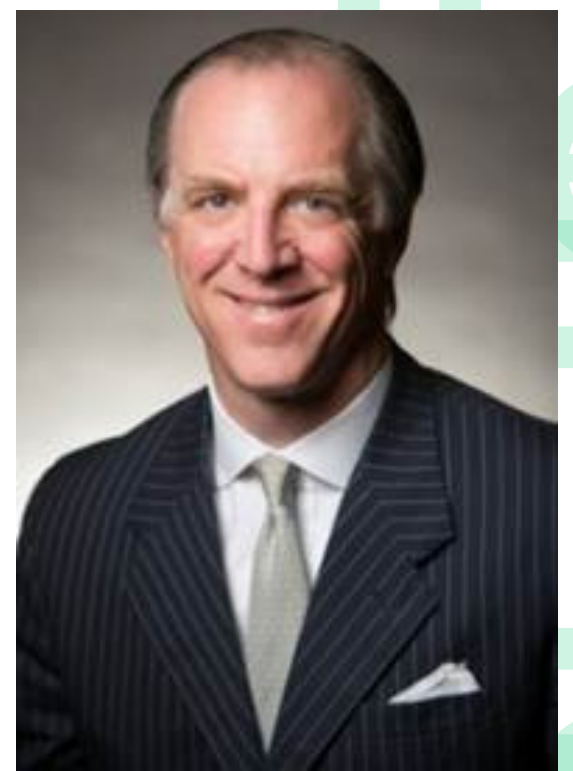


# Your Business Worth?

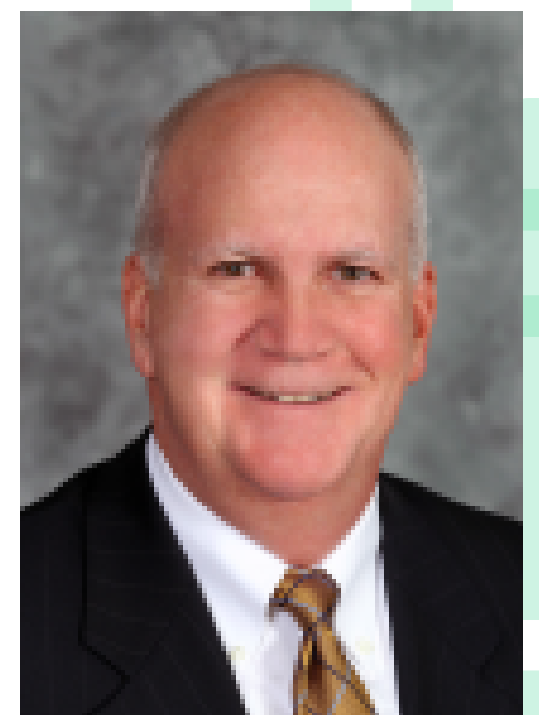
Join Stuart Smith of M&T Bank Investment Banking Group and John Lindak of Wilmington Trust who will offer their insights into business valuation.

## Takeaways

- **Why would a business owner want to minimize valuation? How would they maximize it?**
- **Which methods are typically used by valuation experts and transaction advisors and why can they differ?**
- **What are the qualitative judgments that these professionals make in arriving at estimated valuations?**



STUART A. SMITH III  
Managing Director, M&T Investment Banking Group



JOHN W. LINDAK  
Vice President and Business Valuation Services  
Manager, Wilmington Trust

Register at: [www.wilkes.edu/fba](http://www.wilkes.edu/fba) or  
<https://scranton.psu.edu/welcome-family-business-alliance>

## THURSDAY

## OCTOBER 18, 2018

Morning Presentation @ Wilkes University

8:30am-10:00am

Afternoon Presentation @ Penn State Scranton

12:00-1:30pm



Family Business Alliance

Wilkes University • Penn State Scranton