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A. Analyzing Financial Matters in Divorce (2 - 5 hours)

- Reading and understanding individual and business tax returns
- Mounting a winning dissipation argument with the *Ward* Factors
- Retirement plan identification and valuation issues
- Separating the marital estate
- Alimony Need and Ability to Pay Calculation – presentation of a lifetime cash flow methodology that is thorough enough for high-conflict cases yet simple enough to explain quickly in the courtroom
- Business valuation basics
- When are forensic examinations necessary?

B. Reading and Understanding Tax Returns (1 ½ - 3 hours)

- Learn how to find the "true" income of a small business owner through individual income tax returns
- How does income from S-Corps, Partnerships and LLCs flow through to the owner and where does it land on the individual form 1040?
- Discover how to find hidden assets and undisclosed activities through individual and business tax returns

C. Accounting for Lawyers (2 - 4 hours)

- Content and purpose of a business' financial statements
- Financial statement hierarchy and CPA opinions
- Differences in tax return reporting and financial statement presentation
- Reading a business tax return
- Financial and accounting terminology
- Reviewing and analyzing financial statements
- Business valuation issues

D. Business Valuations in Divorce: What Family Lawyers Need to Know (2 - 4 hours)

- IRS Revenue Ruling 59-60
- Approaches and methods used in valuation
- Personal v. professional or enterprise goodwill
- Relevant Tennessee divorce cases and their financial applications
- Top Ten DOs and DON'Ts in dealing with a forensic accountant expert witness

E. Economic Damages for Personal Injury and Wrongful Death Cases (1 ½ - 3 hours)

- What is “present value”?
- Calculating the replacement value of a life
- Steps for calculation
 - Lost wages, fringe benefits, household services
 - Factor for personal consumption
 - Discounting to a single present value
- Special considerations
 - Vocational and occupational experts
 - Injury or death of a young child
 - Loss of pension vesting after injury (military)

F. Taxation Issues in Divorce (1 ½ - 2 hours)

- Federal tax laws most often encountered in a divorce
 - Internal Revenue Code Section 1041 - Transfers of Property Between Spouses or Incident to Divorce
 - Internal Revenue Code §71 - Alimony and Separate Maintenance Payments as Income
 - Stock options
 - Sale of marital residence
 - Which spouse is entitled to the itemized deductions?
- Support *Pendente Lite* – is it alimony or child support for tax purposes?
- Receiving distributions from qualified retirement plans and the 10% Early Withdrawal Penalty

G. Valuation of Pension Plans and Other Retirement Assets in a Divorce (1 ½ - 2 hours)

- What are defined contribution plans?
- What are defined benefit plans?
- The methods used to value and separate defined benefit plans
- Receiving a distribution from a qualified plan or IRA
- Techniques to value the separate portions of retirement plans and IRAs
- Discovery tips

H. Understanding and Using Business Valuations (2 – 4 hours)

- The Alphabet Soup of valuation credentials
- Valuations – the big picture
- How does one perform a valuation?
- Case study of a small business valuation

I. Fair Value or Fair Market Value: Dissenter's Rights Engagements (1 - 2 hours)

- Interactive discussion of the legal and valuation issues in a dissenter's right case
- Precedent setting cases in Tennessee
- When are valuation discounts allowed in these situations, if at all?
- Can marketability be an issue for the business unit as a whole?

J. A Financial Expert's Responsibility to Consider Causation: A Case Study (1 ½ hours)

- A "real life" case study in which we testified highlighting the need for an expert witness not to simply compute lost profits but to investigate the causes of the lost profits

K. Family Conflict: Managing the Family Assets When Mom and Dad Are Gone (1 ½ hours)

- Discussion of litigation among siblings over the "family estate" and its administration
- Do both sides have a valid concern or is it just greed?
- Analysis of the forensic nature of such engagements
- Active solicitation of the participant's input, experience and suggestions that could prevent such conflicts

L. Determining Discounts for Lack of Marketability and Lack of Control (1 ½ hours)

- Explanation of the basis of such discounts when applied to the valuation of business interests
- Discussion of the characteristics that would cause a higher or lower discount
- The interaction between marketability and control discounts