

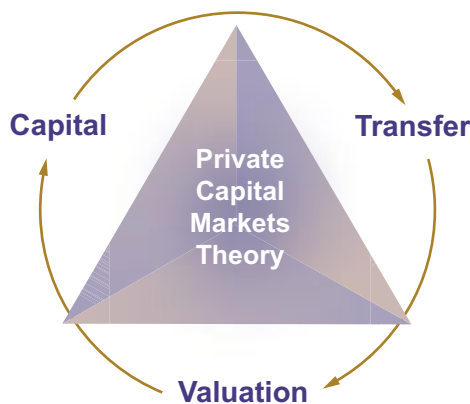
# Finally, An Integrated Approach



**Valuation, Capitalization,  
and Transfer of Private  
Business Interests**

# Private Capital Markets

This book explores the private capital markets, the last major uncharted financial markets. Private capital markets are the venues where debt and private equity investments are made, and private business interests are exchanged. Private markets contain millions of companies, which generate nearly half of the United State's GNP. Yet, these markets are largely ignored in the literature, partially because of the difficulty obtaining information and because of the lack of a unified structure to approach them. This work offers a unified approach. It provides a theoretical and practical framework that enables readers to make sound investment and financing decisions in the private capital markets.



A premise of this book is that private capital markets are unique. As such, they require a unique capital markets theory to explain and predict behavior of players in the markets. This private capital markets theory demonstrates that valuation, capital structure, and business transfer, rely on each other for definition and support. Only by understanding each of these three areas, and their interconnections, is it possible to fully navigate and triangulate the private capital markets.

## Audience

The book is written with three levels of reader in mind. First, it is a road map for owners of middle market businesses. Second, it is a guide for their professional advisors. Lastly, it is useful for academics that currently have no book dealing with this large and dynamic segment. Potential readers include: lawyers, CPA's, college professors and students, estate planners, appraisers, intermediaries, investment bankers, capital providers, business owners and their consultants.

## About the Author

Robert T. Slee is President of Robertson & Foley, a middle market investment banking firm ([www.robertsonfoley.com](http://www.robertsonfoley.com)). He has published more than seventy-five articles on private finance topics in a variety of legal and business journals, including *The Business Journal*, *Lawyers Weekly*, *Business Appraisal Practice*, *Ventures*, *M&A Today*, and *Valuation Strategies*. Rob is a board member of numerous professional associations and private companies. He is a Phi Beta Kappa graduate of Miami University, and received a Master's degree from the University of Chicago and an MBA from Case Western Reserve University. Rob can be contacted at: [rob@robertsonfoley.com](mailto:rob@robertsonfoley.com)

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Foreword by Richard M. Trottier

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# What They're Saying

## About

### *Private Capital Markets*

“Until now, professional literature has included very little on the subject of valuing larger, closely held businesses. This book meets a long-standing need for a scholarly, yet practical, way of addressing the values on non-public enterprises. It should be read by everyone who is involved in appraising, buying, selling, or financing privately-owned businesses.”

*Raymond C. Miles  
Founder and Technical Director  
The Institute of Business Appraiser*

“Since CPA’s are involved with most financial aspects of private companies, we need resource materials that are comprehensive in nature. This book, without a doubt, provides an integrated approach to valuation, capital structure formation and business transfer issues. It is an essential guide for practitioners who represent middle market private clients.”

*Norman F. Manley, CPA  
Tax Partner  
BDO Seidman, LLP*

“This is the first book that surveys the private capital markets. The book is an important addition to the literature since it is both well written and easy to understand. Finally, academics as well as practitioners have a book that provides financial education to those who own, work or are interested in establishing their own companies.”

*Dr. Edward M. Mazze  
Dean and the Alfred J. Verrecchia-Hasbro  
Inc. Leadership Chair  
College of Business Administration,  
University of Rhode Island*

“Although lawyers routinely counsel private business owners on a wide variety of business topics, including financial matters, law schools currently provide very little, if any, grounding with respect to practical private business finance. This book equips all professional advisors with a theoretical and practical underpinning of the private capital markets.”

*John Morrice, Esq.  
Johnston, Allison & Hord, PA*