

VALUATION REPORTS IN A DIVORCE SETTING

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GOALS FOR THIS SESSION

- Types of Reports that can be issued
- Content of the Reports
- Pro's and Con's of Various Reports
- Elements of a Good Report
- Use and Abuse of Reports

REPORT STYLE

- The Verbal Report
- The Summary Report
- The Full Written Report

THE VERBAL REPORT

- Rarely Appropriate
- Disadvantages
 - Nobody Can See What Was Done
 - Hard to Communicate
- Advantages?
 - None

THE SUMMARY REPORT

- Useful in Some Very Limited Situations
- Disadvantages
 - Little Help in the Settlement Process
 - Requires Extensive Fill In Testimony at Trial
 - May Limit Experts Testimony
- Advantages
 - Easy to Write
 - Provides Little Info for Cross Examination

THE FULL WRITTEN REPORT

- My Personal Preference in almost All Cases
- Advantages
 - Demonstrates Level of Work and Expertise
 - Very Useful in Settlement
 - Excellent Tool at Trial
 - Helps Prepare Direct Testimony
- Disadvantages
 - I Don't See Any!!

ELEMENTS OF A GREAT REPORT

- THINK “TACO”

- ▶ Teach

- ▶ Analyze

- ▶ Communicate

- ▶ Opinion

TEACH

- The Report is a Teaching Tool
 - Tell a Story
 - Simplify the Complexities of the Valuation
 - KISS

ANALYSE

- The Report Documents the Underlying Analysis of the Information
 - In The Text
 - With the Attachments
 - Remember Replicability

COMMUNICATE

- The Report Should Communicate all of the Work and the Sources of the Information
- The Report Should Demonstrate the Methodology Used and the Reasoning and Thought Process
- The Report shows the Reader the Work put in the Conclusions

OPINIONS

- The Report Should Present All of the Required Opinions
 - The Reason the Expert was Engaged
 - The Opinion Should be Clear and Precise
 - Ranges v. Specific Numbers

QUESTIONS?

