

Channing Hamlet: I'm Channing Hamlet, Managing Director and Partner at Objective Capital. I spend most of my time working on transaction execution for our clients, and leading sale side advisory projects, and then I also run our valuation practice, and bring in-depth experience having completed more than 1,000 valuations over the last 10 years.

Channing Hamlet: The firm primarily does two types of valuations. We do valuations, I would call them strategic advisory valuations, and then we also do tax compliance valuations for 409A or state and gift tax. The strategic advisory valuations are primarily helping business owners, or investors, or boards of directors make really good decisions when they're contemplating a transaction. So we do a lot of work helping business owners figure out what their companies are worth, what they can do to improve the value of their company, and help them think through whether they should think about a transaction now or wait for a transaction in the future.

Channing Hamlet: We also do some advisory work where one business partner is looking to buy out another business partner, in terms of helping them put together a deal and figure out what a fair value for the shares would be. They're typically projects where companies are facing difficult decisions and they need sort of an analytical rigor around valuation in order to structure and make a good decision.

Channing Hamlet: We also do work helping companies when they're thinking about a transaction, helping them create a valuation methodology and framework that they can use to support a valuation that they're trying to accomplish or put them in a better position to negotiate a transaction.

Channing Hamlet: A lot of clients like working with our firm for these strategic advisory valuation projects because we bring together a lot of elements that many firms don't have under one roof. We have deep industry expertise in a number of industries. We have a group of professionals that is executing transactions on a daily basis and really understands, in the real world, how valuation works with transactions. And then we have a group of professionals that are technically trained valuation people that really understand the rules and regulations as it applies to valuation. By combining unique industry expertise, transaction execution expertise, and industry knowledge, we're able to create a solution that's really not matched in the marketplace.