

Mandelbaum Factors	Comments	Increase	Neutral	Decrease
History and Outlook Business and Industry,				
Financial Factors, Revenues, Earnings, ratios,				
Management				
Holding Period				
Redemption Policy				
Transfer of Control				
Restrictions on Transfer				
Cash Distribution Policy				
Competitive Position/ Nature of Industry, risk growth rate				
Cost of Public Offering				
Other Tax Court Factors				
No of Potential Buyers				
Size of Business				
Volume of Comparable Private Transactions				
Restrictions on Transfer				
Dividend history and yield				
Share concentrations, Size of Block of Stock				
Attributes of controlling shareholder, shareholder relations				

Mandelbaum Factors Chart for use in DLOM analysis.

This is for continuing education use only and not final advice of any nature. Use at your own risk.

Art of Business Valuation, artofbv.com, Gregory R. Caruso