

# Understanding the Valuation Issues

*Presented by William “Chip” Merlin, Jr., Esq.  
Merlin Law Group*

**Oil Spill in the Gulf:  
Litigation & Insurance Coverage Conference  
Atlanta, GA  
June 24 – 25, 2010**

**MERLIN**  
LAW GROUP

# Who Can Recover?



**Anyone Economically Harmed  
by the spill**

# “Earning Capacity”





**MERLIN**  
LAW GROUP

*earning capacity*-- A person's ability or power to earn money, given the person's talent, skills, training, and experience.

*lost earning capacity*-- A person's diminished earning power resulting from an injury. This impairment is recoverable as an element of damages in a tort action.

# “Legitimate Claim”





# 1847 United States Stamp Forgery

- **Verifiable**
- **Experts**
- **Explanation that Makes Sense and contemplates audit**

# Team Approach



**MERLIN**  
LAW GROUP

- **MBA**s

- **Accountants**

- **Economists**

- **Scientists**

**AND.....**

**MERLIN**  
LAW GROUP



# Home Team



**MERLIN**  
LAW GROUP

- **CFO**

- **Marketing**

- **Finance/Banker**

- **Planning Departments**

- **Operational**

# DON'T Trust but Verify





# The HUCKSTERS

FREDERIC WAKEMAN



**MERLIN**  
LAW GROUP



- Videos
- Affidavits
- Sealed Signatures

*Thank you!*

Questions?