



# Business Valuation

*What's Your Business Worth?*

*Find out through this simple, thorough process for a fraction of the cost and time of traditional off-line methods.*



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## INSTRUCTIONS

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## 1 BASIC INFORMATION

Start your valuation by providing us with some basic information about your business.

Business Name

Industry Name or Code

Broker's Name

Broker's Email Address

Business Address 1

Business Address 2

Business City

Business State

Business Zip Code

Broker's Phone Number

Type of Ownership

Tax Form

Number of Employees

Year of Inception

### Reason for Valuation

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Seeking Equity Financing    | <input type="checkbox"/> Seeking Debt Financing         | <input type="checkbox"/> Estate Planning             |
| <input type="checkbox"/> Looking to Sell My Business | <input type="checkbox"/> Looking to Buy a Business      | <input type="checkbox"/> Insurance and Risk Planning |
| <input type="checkbox"/> Accounting Preparation      | <input type="checkbox"/> 409-A Valuation Pre-assessment | <input type="checkbox"/> Just Curious                |

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## 2 INCOME AND EXPENSES

Enter your organization's financial information, corresponding to the income statement.

### Revenue

Current Year

Past Year

Two Years Ago (optional)

### Pre-tax Income

Current Year

Past Year

Two Years Ago (optional)

### Officer Compensation

Current Year

Past Year

Two Years Ago (optional)

### Interest Expenses

Current Year

Past Year

Two Years Ago (optional)

### Non Cash Expenses

Current Year

Past Year

Two Years Ago (optional)

### One-time/Non-operating Expenses/Losses

Current Year

Past Year

Two Years Ago (optional)

### One-time/Non-operating Revenue/Gains

Current Year

Past Year

Two Years Ago (optional)

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## 3 ASSETS

Your balance sheet data will be captured, beginning with the assets. These figures will be compared to industry benchmarks and the valuation will be adjusted accordingly.

### Cash

Current Year

Past Year

Two Years Ago (optional)

### Accounts Receivable

Current Year

Past Year

Two Years Ago (optional)

### Inventory

Current Year

Past Year

Two Years Ago (optional)

### Other Current Assets

Current Year

Past Year

Two Years Ago (optional)

### Fixed Assets

Current Year

Past Year

Two Years Ago (optional)

### Intangible Assets

Current Year

Past Year

Two Years Ago (optional)

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## 4 LIABILITIES

With the full representative list of your liabilities in your balance sheet, you can have a more accurate valuation and more detailed industry comparable ratios in your final report.

### Accounts Payable

Current Year

Past Year

Two Years Ago (optional)

### Other Short-term Liabilities

Current Year

Past Year

Two Years Ago (optional)

### Long-term Debt

Current Year

Past Year

Two Years Ago (optional)

### Bank Loans

Current Year

Past Year

Two Years Ago (optional)

### Contingent Liabilities

Current Year

Past Year

Two Years Ago (optional)

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## 5 GROWTH AND PROJECTIONS

In addition to specific financial metrics, there are other important factors that influence the business' value. The items below enable us to understand key growth statistics and anticipate future performance.

→ Projected Revenue Growth (Annualized Growth Rate) / %

→ Long Term EBITDA Margin / %

→ Percent of Business Recurring / %

→ Do you have Intellectual Property, including Trade Secrets or Patents?



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## 6 OPERATIONS

Lastly, we will have a broader look at the enterprise. Do take time to answer the appropriate questions about your business' operations.

→ What Percentage of Sales Comes From Your Top Three Customers?

→ What Percentage of Your Business is Conducted Online?

→ If the Owner of Your Business Left, How Would Your Profits and Revenue Be Impacted?

→ Does Your Current Life or Key Person Insurance Coverage and Risk Management Program Cover the Business Valuation Quotation Above?

Yes       No

→ Do You Rent Or Own?

Rent       Own

