

# What your business is Worth

*...and why it matters*



*“An investment in knowledge  
pays the best interest.”*

Only **2%** of small  
business owners know  
their business valuation



# The Roadblocks



## Expensive

Traditionally, can cost > \$10k



## Time Consuming

Traditionally, can take > 4 weeks



## Complicated

Intensive process  
for already busy owners



## Not Now

Owners wait until an event

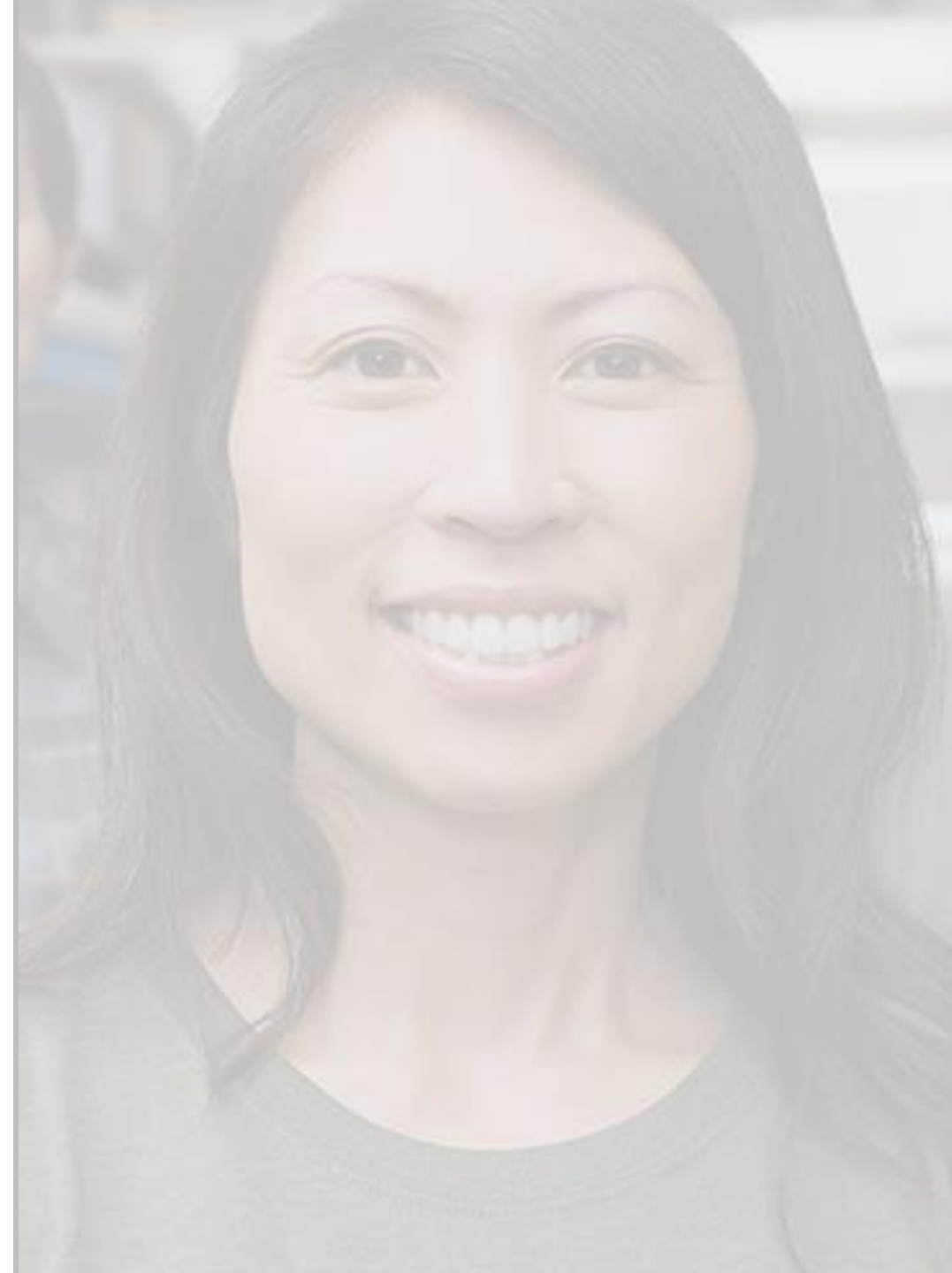
# When is the right time to know?

HOW TO GROW

HOW TO RESTRUCTURE

WHEN TO SELL

*Any time.*

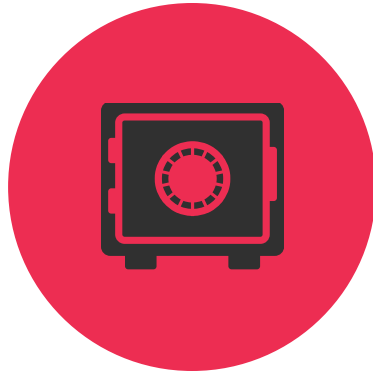


# Get the Big Picture



## Worth

Deeper understanding  
of your largest asset



## Protection

Ensure you have the right  
amounts of insurance



## Plan Your Future

Know the facts for a more  
accurate retirement  
or estate plan



## Make Better Decisions

Guided by facts



## Know Your Potential

Understand the ways you  
can increase the value  
of your business

A business  
valuation can  
put you ahead





# Harnessing big data for the small business owner

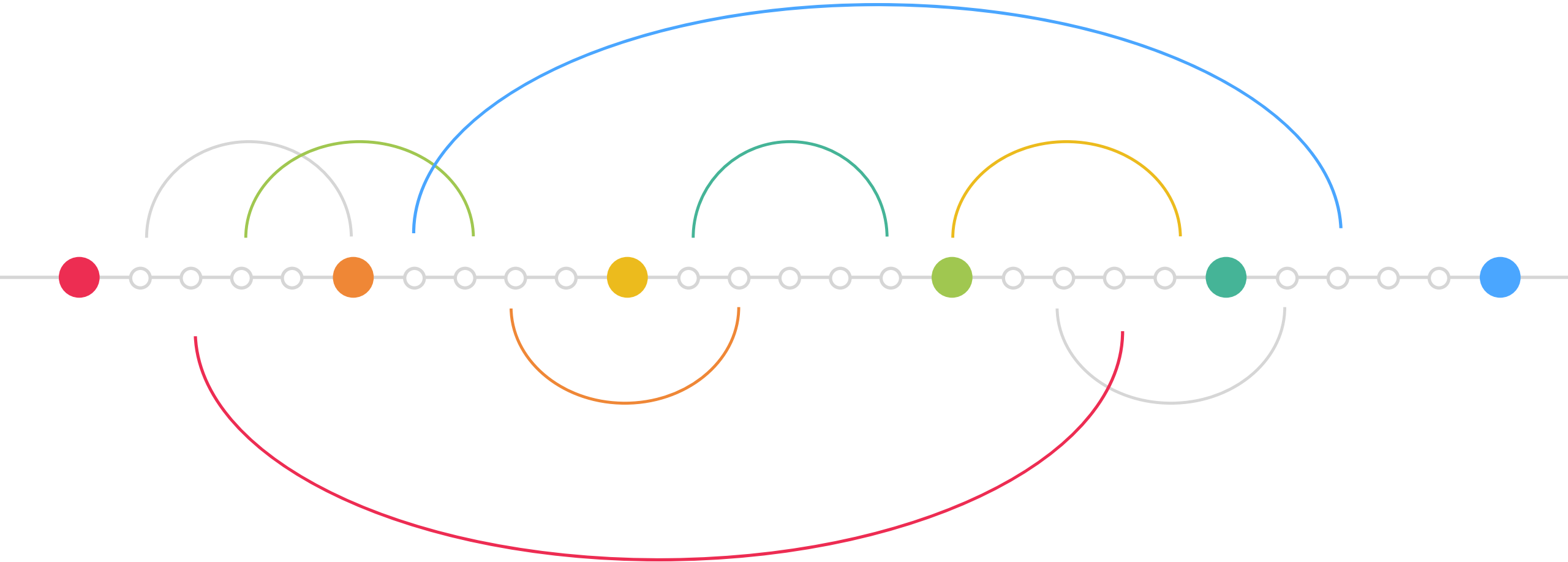
A woman with long brown hair, wearing a maroon sweater over a white shirt, is sitting at a desk. She is holding a black smartphone to her ear with her left hand and writing on a white notepad with a pink pen in her right hand. The desk is cluttered with various items, including a small potted plant, a glass of water, and some papers. The background is a bright, out-of-focus office space with large windows and indoor plants.

Our proprietary engine analyzes data from 25 data sources to provide you a streamlined, reliable, sophisticated and accurate business valuation.



# The Complexity Stays Where it Should

... Behind the Scenes



# The details you need

Equity Value (latest valuation)

\$14,769,800

This fair market value conclusion is the value of the company available to its owners or shareholders and incorporates of the assets included in the “asset value” plus the firm’s liquid financial assets (cash, A/R, deposits, etc.) and minus its liabilities (ST and LT).

Asset Sale Value

\$13,656,414

This common transaction-oriented fair market value conclusion includes the firm’s inventory, furniture, fixtures and equipment, and all intangible assets ranging from customer base to goodwill.

Enterprise Value

\$14,759,552

This fair market value estimate is equal to the “total value of the firm” or the value of the firm’s equity plus its long term debt, e.g. it reflects the value of the entire capital structure (equity and debt holders) or “enterprise.”

Liquidation Value

\$535,619

The liquidation value conclusion is based on the key assumption of insolvency and the immediate sale of all assets (on or off the balance sheet) at or near “fire sale” level coupled with the nearly simultaneous retirement of all liabilities. This figure does not include accounts receivable.

# How You're Doing

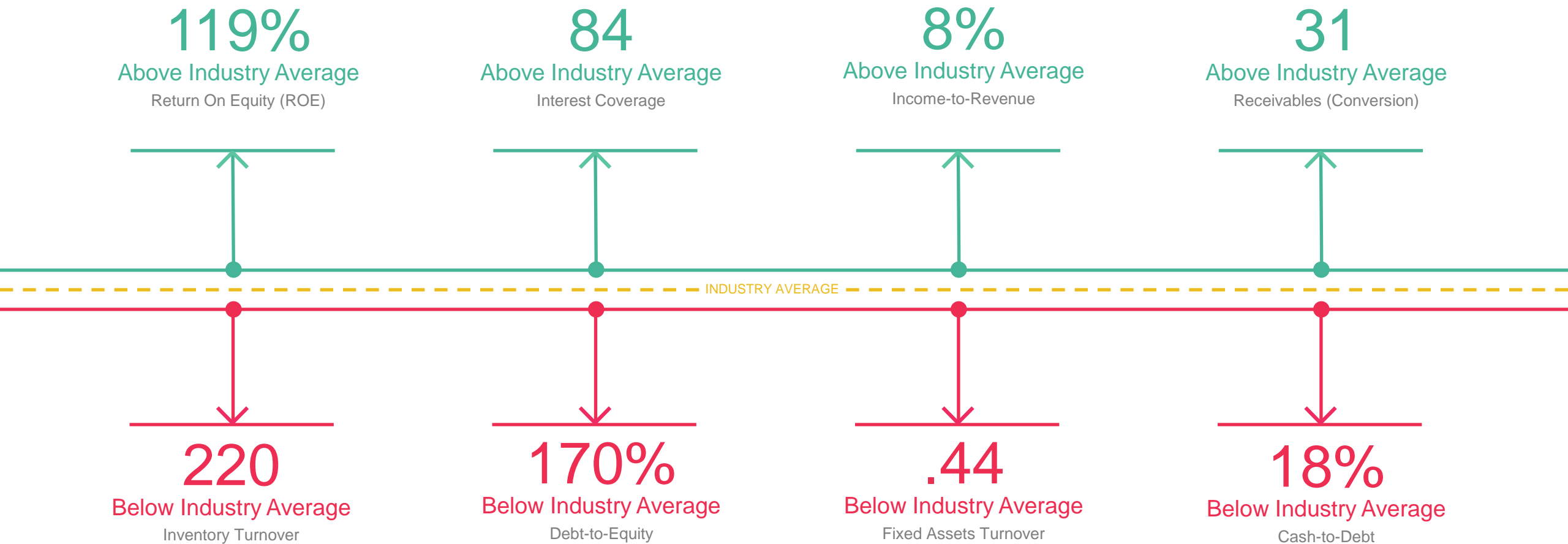
Comparisons to other companies in your industry in 13 key areas

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# Key Performance Indicators





Let us generate a business valuation to give you the facts you need to make sound financial decisions.

# Thank You