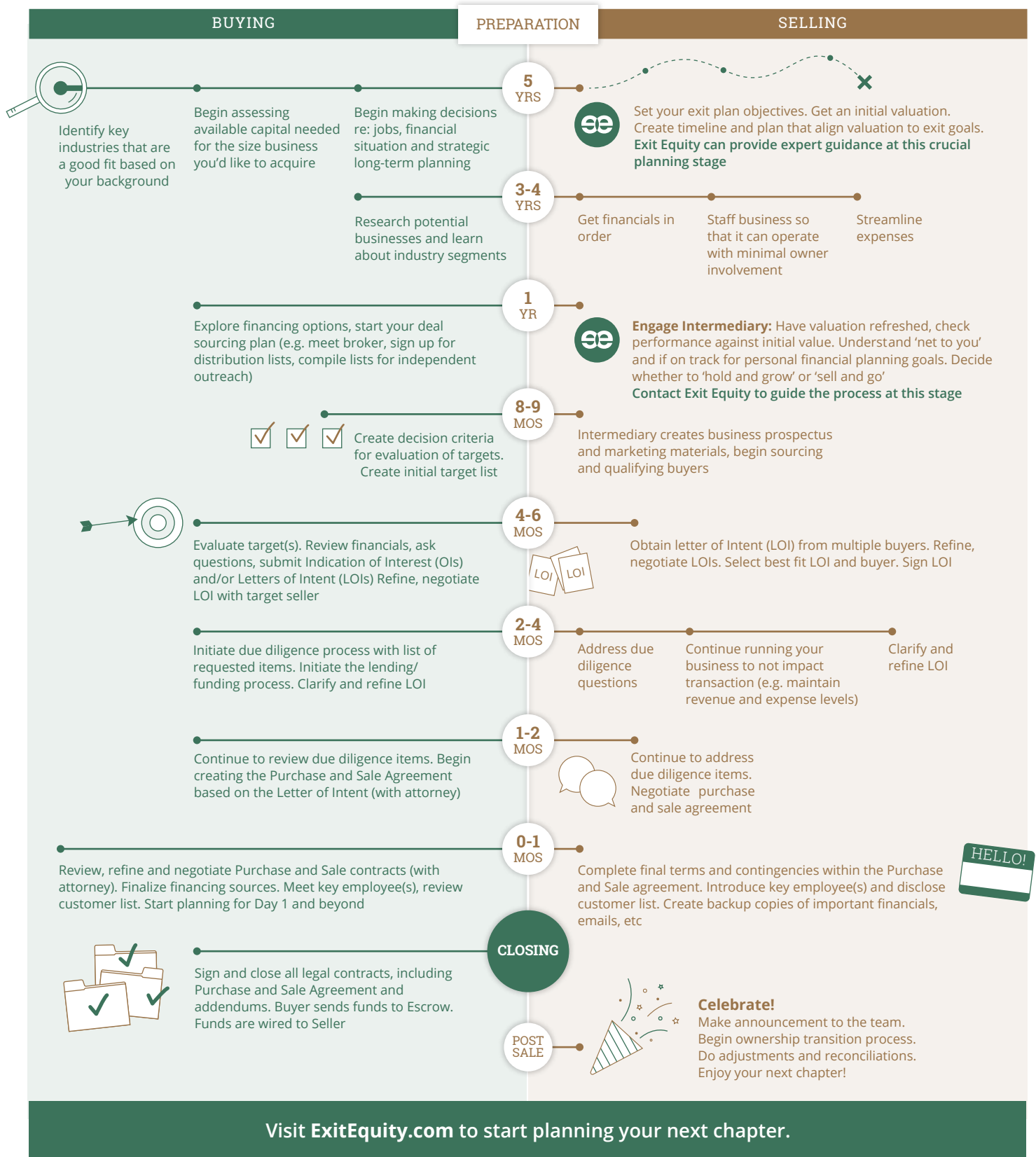


# How to Buy or Sell a Business A Timeline



# Why get a Business Valuation...

*even if I'm not ready to sell my business today?*



**Don't Wait Until it's time for 'Surgery'!** Think of a valuation as a doctor's checkup for your business: It is an exercise that can be done every year (or every few years) to monitor the health of your business. It will measure the business value as it stands today, and gauge how you are tracking towards exit goals. If you want to continue to increase the value of your business, it can inform growth pathways that will make the most impact on future value, and ensure you are ready to sell if an opportunistic buyer comes along.

## What's in an Exit Equity valuation?



An easy-to-understand report of the **fair market value** of your business and a "**net-to-you**" **calculation** (what you'll actually put in your pocket from the sale)



A **thorough analysis** of your business—we use up to 10 different methodologies to provide the value range



You will work with our analysts so that you know the **strengths, threats, and opportunities** to improve the valuation, along with a firm grasp on comparable business sales within your industry

## What's the timeline and process to get a valuation?

- A typical valuation takes between 4 and 6 weeks, and can accelerate based on client engagement
- Client input requirements include 5 years of tax returns, financial statements, 1-2 meetings so that our team can understand and incorporate your company's qualitative aspects (e.g. operations, performance, and market segment) into the analysis
- The cost of a valuation depends on the size, structure, and complexity of the business(es), plus the specific client need. Please contact us directly for a price quote