

HOW DOES YOUR BUSINESS COMPARE?

When considering the value of your company, there are basic value drivers. While it is difficult to place a specific importance of each one, it is possible to take a look and make a "ballpark" judgment or "relative" on each factor. Consider your industry and the competition. Please rate each of these for your business. We will consider them in your valuation. You can also use this to improve the value of your company.

Value Driver	Low = 0	Medium = 2	High = 4	Your Score
Sales	No Growth	Some Growth	Good Growth	
Profits	Unsteady	Consistent	Good & Steady	
Market Share	Small	Steady Growth	Large & Growing	
Management	Under Staffed	Okay	Above Average	
Litigation	Some	Occasionally	None in Years	
Industry Trend	Okay	Some Growth	Good Growth	
Financials	Compiled	Reviewed	Audited	
Customer Base	Not Steady	Fairly Steady	Wide & Growing	
Business Type	Little Demand	Some Demand	High Demand	
Business Growth	Low	Steady	High & Steady	
			Total Score	



Jason Horwitz, Senior Intermediary
 2300 West Sahara Avenue, Suite 800
 Las Vegas, Nevada 89102
 Jason.horwitz@jhbusinessadvisors.com
 Phone: 702.856-4699

© Copyright 2015 Business Brokerage Press, Inc.