

Summary

Valuation estimates

Estimated Current Valuation Range

\$4.1m – \$5.0m

Based on recent financials and operating practices

Dream Valuation

\$7.9m

Valuation needed to accomplish your goals after exit

Growth Opportunities & Risks

Projected Revenue growth

6%

Typically 10 to 20% is an indicator of a thriving small-to-medium business.

Risk Score

Moderate

Companies with low risk profiles are more marketable and more likely to sustain value over time.

Growth opportunities

- Conduct Annual Contract Review
- Conduct Annual Cost Review
- Expand Recurring Renewing Revenue
- Explore Adjacent Products Or Services
- Prioritize Customer Retention
- Set Measure Key Performance Indicators

Key Risks

- Owner Dependency Risk
- Retain Key Employees
- Supplier Diversity Risk
- Financial Practice Risk
- Customer Concentration Risk

Beyond the Numbers

Recommended steps to make more informed decisions and prepare for life after your business.

Implement a Buy-Sell Agreement

Ensure your transition is well defined and protective of the business and your personal financial interests.

Urgency:



Evaluate your insurance coverage

Safeguard your most valuable asset to ensure your future is secure in the face of unforeseen risks.

Urgency:



Review your Personal Estate Plan

Align your estate plans for a legacy that reflects the true worth of your achievements.

Urgency:



Create a Succession & Exit Plan

Create a practical plan to minimize disruptions and ensure your transition aligns with your goals.

Urgency:

