



BUSINESS VALUATIONS “POSITIONING FOR SALE”



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WHY HAVING A CURRENT VALUATION IS **IMPORTANT** ?

- Capital Infusion
- Succession Planning
- Exit Strategy Development
- Mitigate Private Equity Acquisition Threat



WHAT ARE THE METHODS FOR VALUATION?

Asset Based Approach

Earning Value Approach

Market Value Approach



COMPONENTS THAT AFFECT VALUATION



Recent Sales of Similar Businesses

Market Volatility

Business as a Whole vs. Business Segments

Innovation of Industry & Emerging Technologies

HIDDEN VALUE : INTANGIBLE ASSETS

Definition – “An Intangible Asset is any asset that has no physical form and isn’t monetary”.

INTANGIBLE ASSETS:

- Intellectual Property
- Trademarks
- Patents
- Brands
- Customer Lists
- Non-Compete Agreements (in some cases)



INTANGIBLE ASSET VALUATIONS DONE RIGHT!!

Hire an Expert

Understand the Process

Perform a Specific Valuation



RESOURCES

Chartered Business Valuator
(CBV)

<https://cbvinstitute.com/find/>

American Society of Appraisers
(ASA)

<http://www.appraisers.org/>



THANK YOU

GO Admin Solutions, LLC

Concierge Business Partners: Managing Accounting, Human Resources, Payroll & Tax.

