

# Where Will My Business Value Be Discounted

Client Name:

Date complete:

| Category                                | Definition   | Now |
|---|--|-----|
| Vision & Strategy                       | The business vision & strategies are documented and understood by all key team members.  |     |
| Consistent & Predictable Financials     | The business is generating consistent & predictable revenue & profit. The business's market share is either being maintained or growing.   |     |
| Robust Financials                       | The businesses financials are robust & shall meet prospective buyers' due diligence investigations.  |     |
| Key Team Members Are Secured Long-Term  | The businesses key team members have short and long-term incentive structures in place, which tie them to the business.  |     |
| Key Person Issues Negated               | The business has successfully implemented strategies to nullify key person dependency risks.   |     |
| Culture                                 | The business team members align with the business culture. The business has the right team members in the right role.  |     |
| Advisory Board                          | The business has a fully functioning advisory board in place, board meetings occur consistently & frequently, and meeting minutes are documented & available. Strong history of board meeting action items being completed with supporting evidence. |     |
| Governance                              | The business has high levels of governance and oversight. The business has a risk management plan documented, which identifies risks to the business and mitigation strategies implemented.  |     |
| System & Processes                      | The business has strong systems & processes in place, which deliver repeatable excellence. These systems & processes are followed by all team members.   |     |
| Competitive Landscape & Industry Trends | The industry and landscape themes in which the business operates are favorable.  |     |

Please mark from 1-10 next to each category (10 is satisfied and 1 is dissatisfied)

# Where Will My Business Value Be Discounted (Snapshot)

