

Want to **INCREASE** the value of your business by up to

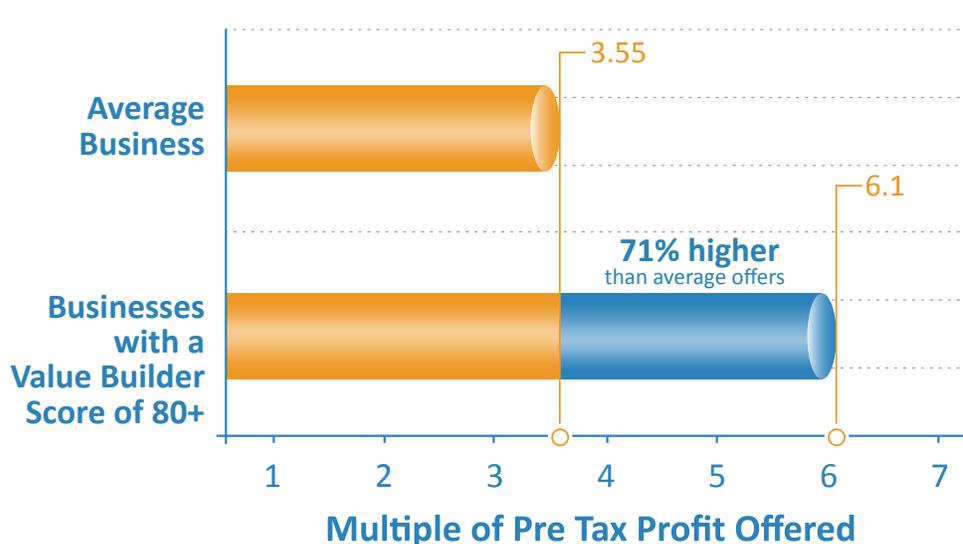
71%?

Your company is probably your largest asset. It's likely worth more than your house or your investment portfolio. But unlocking the value in your business can be tricky. For you to cash out, someone has to want to buy the company you've created.

That's where The Value Builder Score comes in. The Value Builder Score is an assessment tool that allows you to see your company as a buyer would see it. Complete The Value Builder Score questionnaire and you will receive your overall score along with your performance on the eight key drivers of Value – each one of which is statistically proven to be important to buyers.

Whether you want to sell your business soon or just want the peace of mind to know you're building a valuable asset for the future, improving your Value Builder Score gives you an immediate and quantifiable return on investment. A study of 20,000+ businesses showed that companies achieving a Value Builder Score of 80+ (out of a possible 100) go on to sell at a 71% premium compared to average-scoring businesses.

The Value Builder Premium



8 Drivers of Company Value



Financial Performance

Your history of producing revenue and profit combined with the professionalism of your record keeping.



Growth Potential

Your likelihood to grow your business in the future and at what rate.



Switzerland Structure

How dependent your business is on any one employee, customer or supplier.



Valuation Teeter Totter

Whether your business is a cash suck or a cash spigot.



Recurring Revenue

The proportion and quality of automatic, annuity-based revenue you collect each month.



Monopoly Control

How well differentiated your business is from competitors in your industry.



Customer Satisfaction

The likelihood that your customers will re-purchase and also refer you.



Hub & Spoke

How your business would perform if you were unexpectedly unable to work for a period of three months.
