



# Business Valuation Scorecard

Thank you for completing our (short form) Business Valuation Survey.

Your business is one of your most significant sources of income and wealth, but many business owners don't really know how much it is actually worth.

The purpose of the Survey is to **highlight how strategic issues affect the value of your business.**

You can take simple steps to grow the value of your business to achieve financial independence and security.

## ANALYSIS

Based on your responses to the Survey, your Business Valuation Survey score is:

# 2.8/6

This places your knowledge of key business value factors in the following category:

## MEDIUM-LOW AWARENESS

## YOUR CATEGORIES OF BUSINESS VALUE AWARENESS

### HIGH AWARENESS

- Benchmark Growth Rates
- Top 3 Factors
- Staff Engagement
- Market Buy/Sell Prices
- Succession Plan

### MEDIUM AWARENESS

- Sale & Exit Readiness

### LOW AWARENESS

- Value Improvement Plan
- Key Person Reliance
- Value Gap
- Asset Protection & Tax Minimisation

## NEXT STEPS

Based on your responses to this Survey, you may benefit from obtaining an estimate of the value of your business.

**A Business Value Assessment will help you to:**

- Determine the current, real value of your business;
- Set your desired value at retirement;
- Understand your 'value gap risk';
- Identify strategies to grow value and eliminate the gap.

## YOUR INDUSTRY\* BENCHMARKING VALUE ANALYSIS

# \$858,690\*\*