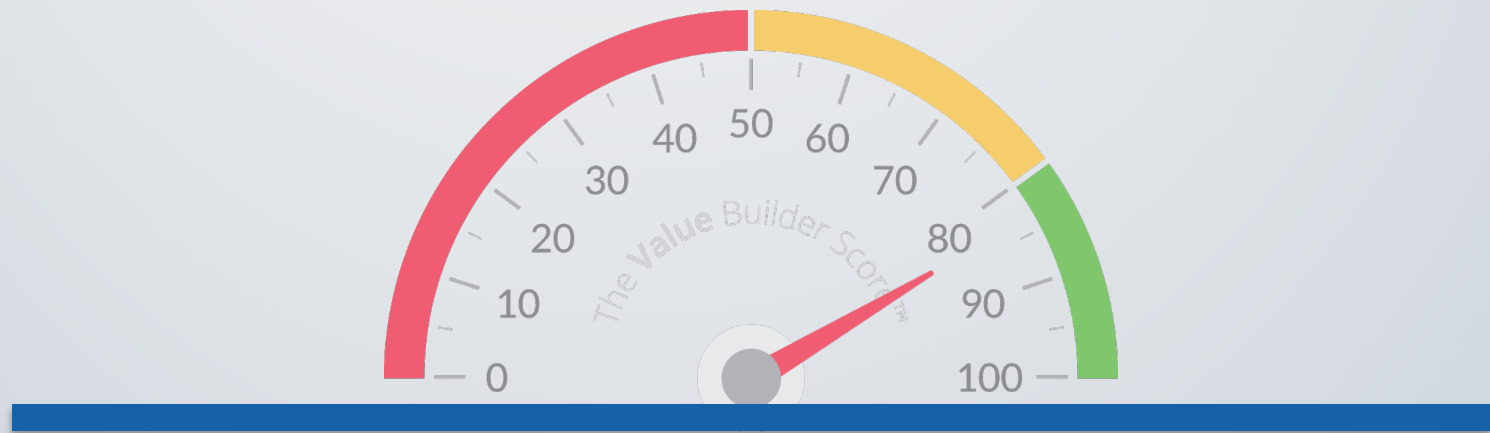


The Sellability Tracker

The **Value** Builder System™



www.ValueBuilderSystem.com

The Value Builder System™ is a statistically proven method for increasing the value of a company by 71%.

Objectives & Methodology

The Sellability Tracker is a quarterly study designed to track worldwide trends in the liquidity of privately held businesses.

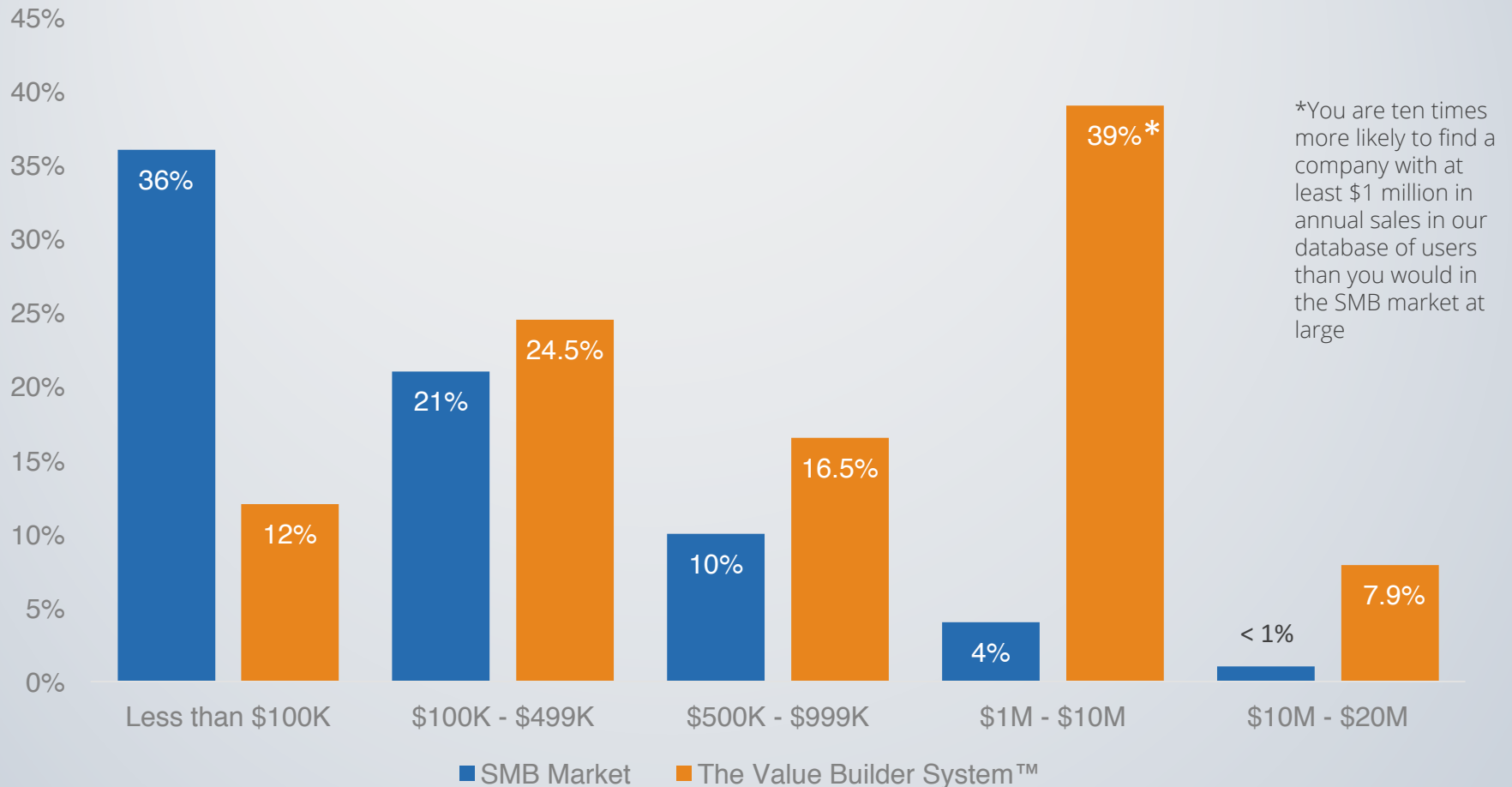
This study was conducted by the team at **The Value Builder System™**— a cloud-based software application that allows business owners to evaluate the “sellability” of their company.

We analyzed data from over 25,000 users of The Value Builder Score from around the world between July 1, 2012 and December 31, 2016. The majority of participants were from the United States, the United Kingdom, Canada, Australia and South Africa.

Findings are considered accurate +/-0.81% 19 times out of 20.

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SMB Market Vs. Value Builder Users

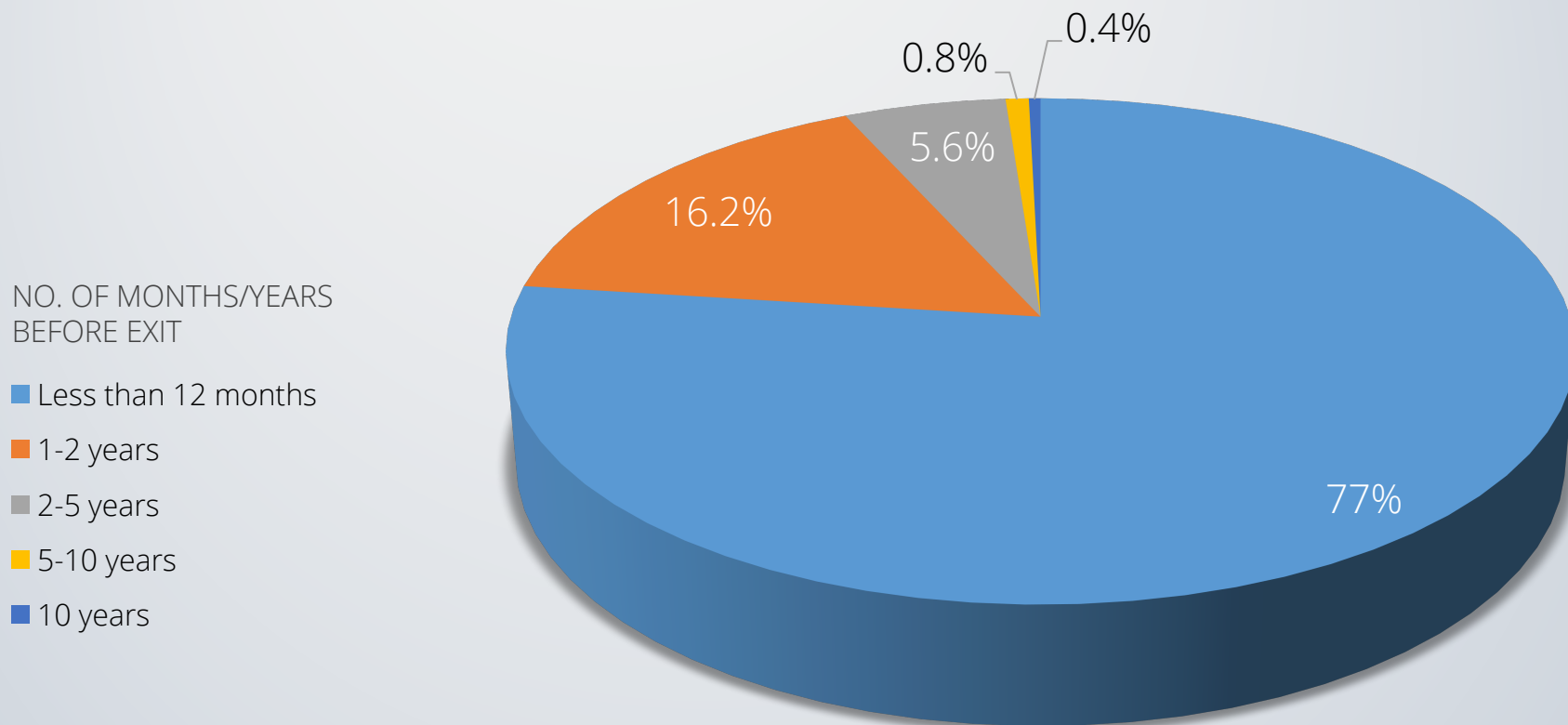


Source: US Census & The Company

n=23,422

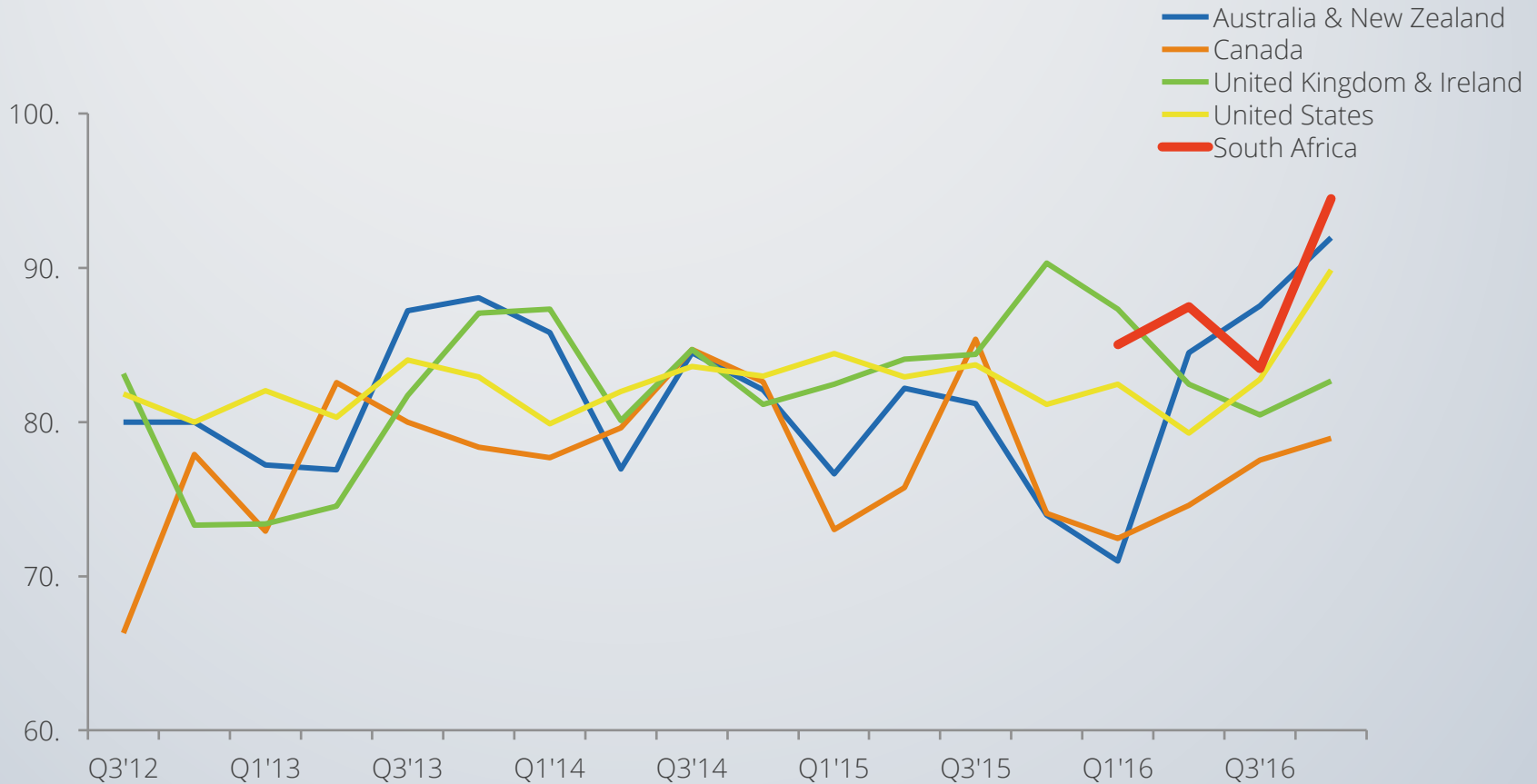
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Three Quarters Of Users Are Less Than One Year From Exit



Significant increase in owner optimism

Q *"In the next 12 months, do you expect your revenue to..."*

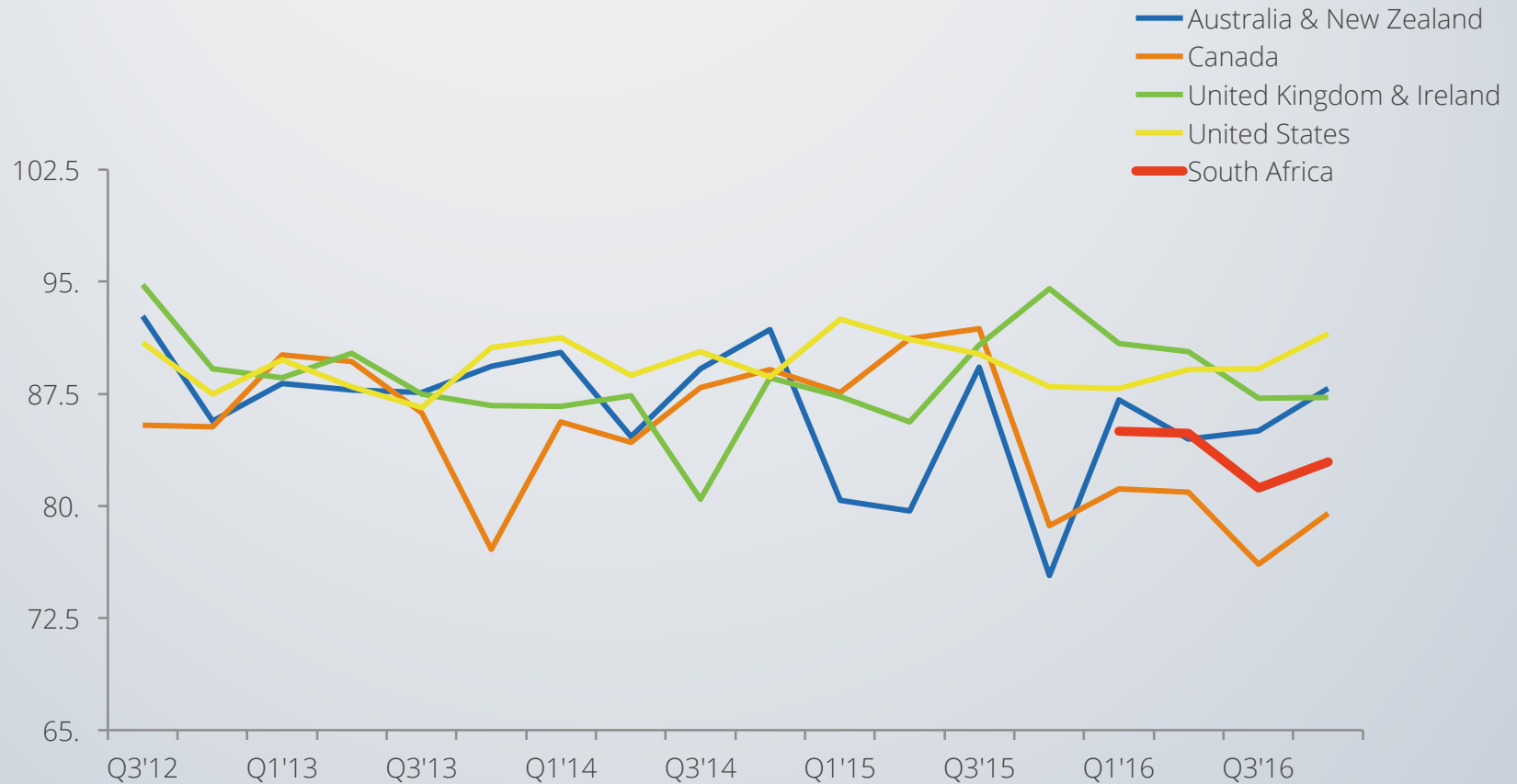


% who expect their revenue to increase next year

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They Believe Their Industry Is Still Growing

Q "Would you say your industry is..."



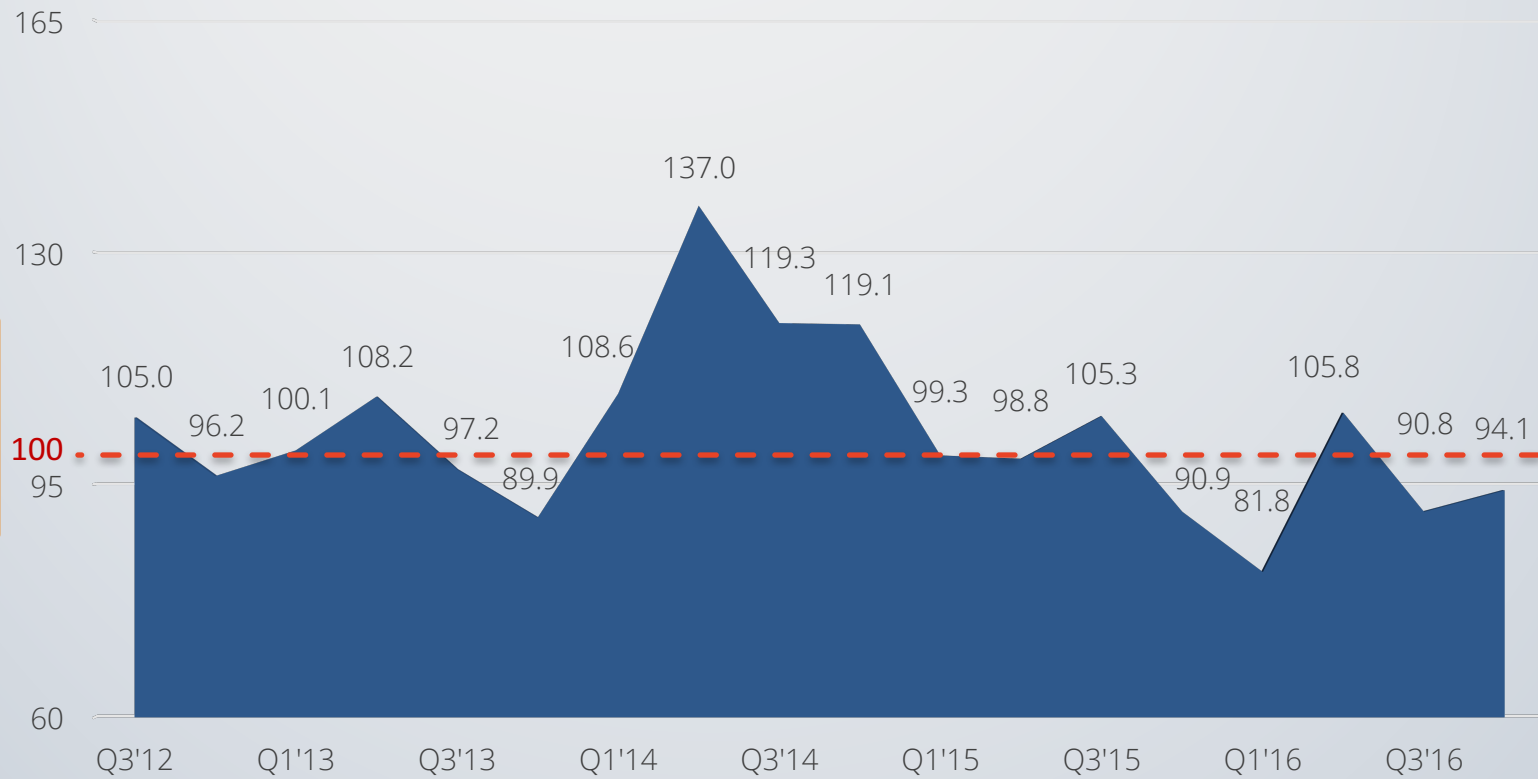
% who say their industry is growing

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Business Liquidity Index (BLI) has Increased slightly

Q "Have you received a written offer to buy your business in the last year?"

BLI =
(%receiving
an offer in
quarter X /
benchmark
%)*100



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Significant increase in multiples after Q3 dip



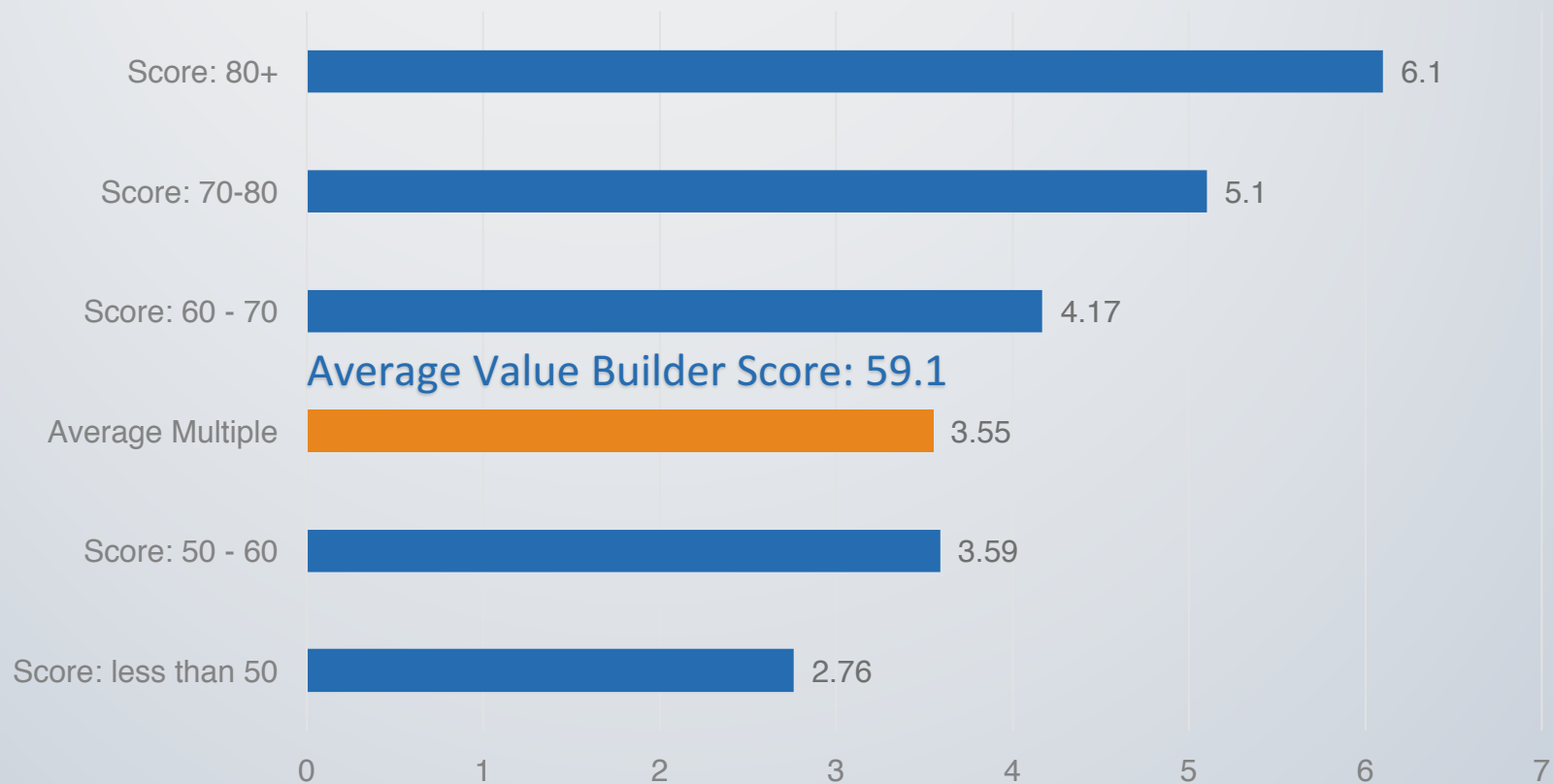
"What multiple of your earnings did the offer represent? Please estimate the multiple using the money (or other currency like stock) that was being offered at closing. Please do not include any money being offered in the form of an 'earn out', or management contract that was contingent on your future performance."



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Company Value Builder Score by offer multiple

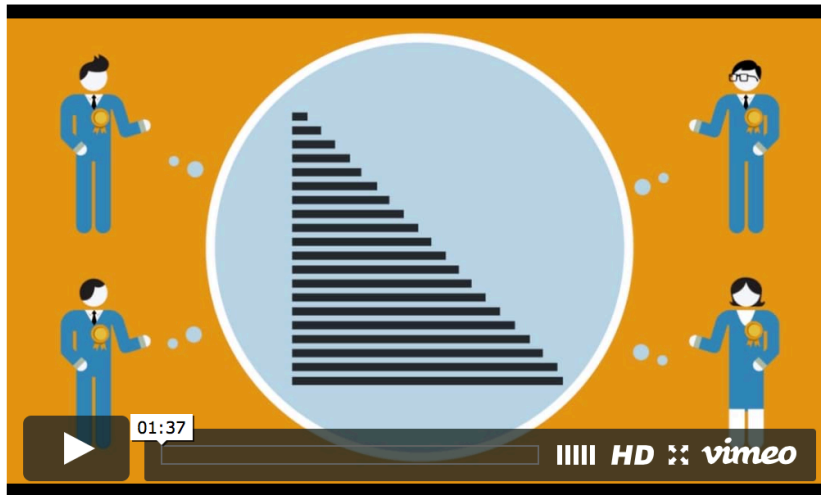
Q "What multiple of your earnings did the offer represent?"



Comparing
average
multiple
offered

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THE VALUE BUILDER SYSTEM™ IS A STATISTICALLY PROVEN METHODOLOGY FOR INCREASING THE VALUE OF YOUR COMPANY.



Take the 13-minute survey and get your Value Builder Score

Complete the questionnaire and instantly get your Value Builder Score out of 100. Companies with a score of 80 + typically get offers that are 71% higher than average scoring businesses.

[Get Your Score Now](#)

It's free and 100% confidential

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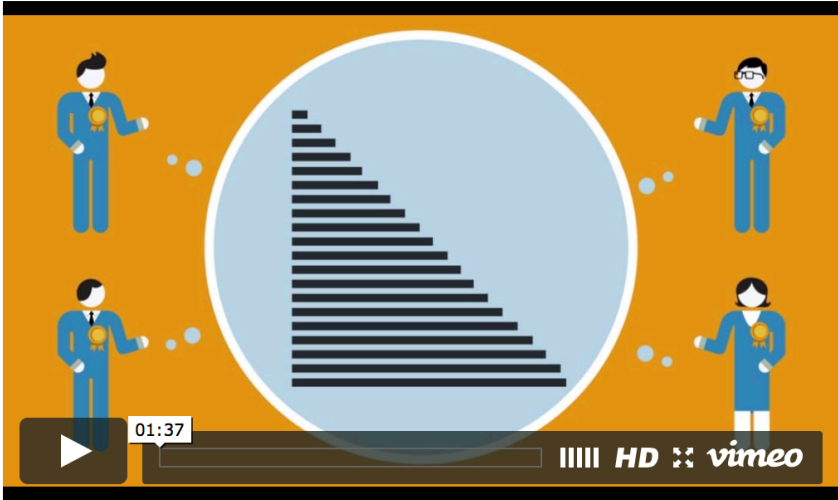
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Activate Nurture Cycle


Case Studies


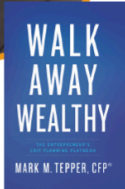

Interview with Mark Tepper, President and Founder of Strategic Wealth Partners and author of Walk Away Wealthy

Date Published: Sep 1, 2015

"Over the last 12 months I've generated 1,000 Value Builder Score reports."

Attached file(s):

-  The Value Builder Score Case Study - Mark Tepper
- Download
- Preview



Interview with Paul Dodgshon, a business broker from Cheshire, UK, who has been using The Value Builder Score since 2012

Date Published: Sep 1, 2015

"I know using The Value Builder Score to assess the business gave us an advantage in the sales process with these clients."

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