BIZ|E OUITY

Value your firm for FREE with BizEquity

To provide advisors with resources during challenging times, we are offering a free valuation of your firm along with a demo of our platform that allows you to value your clients in over 900 different industries

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WHAT YOU GET:

- Comprehensive 29-page business valuation report
- 4 conclusions of value on your business
- 12 Key Performance Indicators

To take advantage of the offer, fill out this fact finder form. In return, we ask that you take a look at how we generated the report in real-time! Schedule a 15 minute demo of our platform to see how you can provide this type of value to all of your business owner clients by emailing <u>sales@bizequity.com</u>.

BIZEQUITY

1 Basic information

Business name	
Industry name or code	
Zip code	

2 Company profile

Contact person's first name	Contact person's last na	me
E-mail address		
Address 1		
Address 2		
City	State	Zip code
Phone number	No. of employees	
Type of ownership	Tax form	Year of inception
Reason for valuation		
Seeking equity financing Looking to sell my business Accounting preparation	Seeking debt financing Looking to buy a business 409-A valuation pre-assessment	Estate planning Insurance & risk planning Strategic Planning

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(3)

Income & Expenses

	2020 (projected)	2019	2018
Revenue			
Pretax income			
Officer compensation			
Interest expenses			
Non cash expenses			
One-time/non-operating expenses/losses			
One-time/non-operating revenues/gains			

4) Assets

Balance sheet data will be compared to industry benchmarks and the valuation will be adjusted accordingly.

	2020 (projected)	2019	2018
Cash			
Accounts receivable			
Inventory			
Other current assets			
Fixed assets			
Intangible assets			

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5 Liabilities

	2020 (projected)	2019	2018
Accounts payable			
Other short-term liabilities			
Bank loans			
Other long-term liabilities			
Contingent liabilities			

6) Growth

Please provide us with your estimate in **percentage** format.

Projected revenue growth	Long term EBITDA margin	Percent of business recurring
(annualized growth rate)		

Do you have intellectual property, including trade secrets or patents? Yes No

7) Operations

Percentage of sales from top three customers?

Projected profit and revenue impact if owner exited business.

Does your current life or key person insurance coverage and risk management program cover the business valuation quotation above?	Yes	No
Do you rent or own?	Rent	Own

If you **OWN** instead of rent, please complete this section.

What is the Fair Market Value of Your Property?	
What is the remaining mortgage on the property?	
What is the square footage?	
Is the property owned by this entity? if yes, what would the true market level monthly rent be?	
Is the property owned by a 2nd entity with common ownership? if yes, What is the current monthly rent paid to the 2nd entity?	
What would the true market level monthly rent be?	

If you **RENT** instead of own, please complete this section

Is rent paid to an independent 3rd party? if yes, what is your monthly rent? What is the square footage?	
Is rent paid to an entity that you own or are affiliated with? if yes, What is the current monthly rent you are paying? What would the true market level monthly rent be? What is the square footage?	

8 Wealth

Type of Firm

Number of Clients

Total Assets Under Management

Average Age of Clients

How much of your business is fee based/recurring?

5 Year Historical AUM Growth 2 Year Expected Future Growth

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