

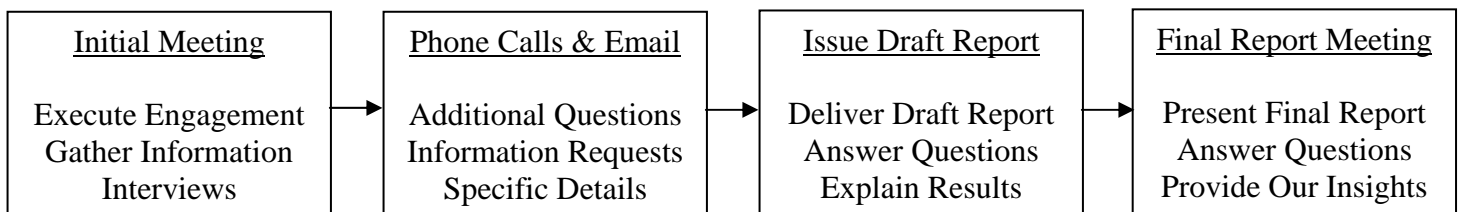


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Typical Business Valuation Process (2-3 weeks to complete)

You experience the following steps:



We complete the following steps:

- Engagement (discuss, agree, retain, sign)
- Information gathering
- Initial interviews & discussions with parties involved
- Analyze relevant financial data & descriptive information
- Identify relevant valuation methodologies
- Normalize income statements & balance sheets
- Estimate ongoing earning power
- Conduct industry/economic research
- Search for market comparables
- Conduct valuation analysis (asset, income & market approach)
- Analyze any non-operating or excess assets
- Apply applicable discounts/premiums
- Reconciliation & conclusion of value
- Write report
- Finalize engagement & deliver

Note: Our Business Valuations are conducted by CPAs who are Accredited in Business Valuation by the American Institute of Certified Public Accountants.