



## The Business Value Estimator

Business Name \_\_\_\_\_ Date \_\_\_\_\_

<b><i>CURRENT strength in the 5 Areas Of Value</i></b>		<b>SCORE</b>									
List		Strong No			Neutral				Strong Yes		
	Score	1	2	3	4	5	6	7	8	9	10
Systems	Score	1	2	3	4	5	6	7	8	9	10
Property	Score	1	2	3	4	5	6	7	8	9	10
Brand	Score	1	2	3	4	5	6	7	8	9	10
Intellectual Property	Score	1	2	3	4	5	6	7	8	9	10
<b><i>Other Factors Affecting Valuation</i></b>											
Figures		Strong No			Neutral				Strong Yes		
	Score	1	2	3	4	5	6	7	8	9	10
History	Score	1	2	3	4	5	6	7	8	9	10
Competition	Score	1	2	3	4	5	6	7	8	9	10
People	Score	1	2	3	4	5	6	7	8	9	10
Market		1	2	3	4	5	6	7	8	9	10
Buyers	Score	1	2	3	4	5	6	7	8	9	10
<b>TOTAL SCORE</b>											



## The Business Value Estimator

To work out your estimated Net Profit Multiplier:

For a score between 0 – 50 use Net profit Multiplier of 1

For a score between 50-80 use Net profit Multiplier of 2

For a score between 80-110 use Net profit Multiplier of 3

	<b>= Estimated Net Profit Multiplier</b> (from last page)
--	---

Net Profit:		
Add-Backs:		
<b>Total:</b>		

Adjusted Net Profit x Net Profit Multiplier:		<b>= Estimated Maximum Offer</b>
--	--	----------------------------------

**Important note** – this estimation process will give you a rough guide only, it is more for education purposes to show you where the value is in your business, and where it could be improved. A valuation from a professional broker will be more accurate. If you would like an easier way to do this exercise, use our “Deal Profiler” program, available by emailing [info@the12weekturnaround](mailto:info@the12weekturnaround) with the subject “Deal Profiler”