

## Free Value Assessment

If you are beginning to consider the sale of your business, you need to know how much it would be worth in the current market. This free assessment will provide a general price range you could expect in the marketplace and will help you decide if the time is right to further explore a sale. Should the time not be right, we can discuss the areas that you can address to add value for the future. We will provide you with a no-cost, no-obligation Free Value Assessment of your business based on the information you provide. Fill out the form as accurately as possible and one of our team of professionals will call you to discuss your financial data and provide you with a range of value for your business.

**Confidentiality is Guaranteed**. All information that you provide is used only by RMS and Company only.

### GENERAL QUESTIONS

First and Last Name

Company Name

Phone

E-mail

Website

Why are you thinking of selling?

### OPERATIONAL QUESTIONS

Type of business/industry

Business Legal Structure?

How many family members work in the business?

How many employees (full or part-time)?

How many locations?

Do you lease or own your office space/building?

How many years left on the lease?

How many years have you been in operations?

What are your primary duties?

Is there anyone currently employed by you that can be groomed to take over?

What % of revenue is from your largest customer?

What % of the company's expenses are purchased from your largest supplier?

How many owners are involved in managing the business?

Will next years gross sales exceed this years?

Did this year's Gross Sales exceed last years?

What annual salary would be required to replace the current owner (s)?

If you were keeping the business for another 5 years how would you grow it?

**FINANCIAL QUESTIONS**

*Enter the following figures from the balance sheet from the last full year*

Accounts Receivable

Inventory

Other Current Assets

Furniture, Fixtures & Equipment (FFE&E)

Accounts Payable

Market Value of FF&E (best estimate - this is not on the balance sheet)

*Enter the following figures from the Income Statement from the same year*

Gross Sales

Depreciation

Amortization

Charitable Contributions

Owner (officers) salary and benefits

Interest Expense

Interest Income

Net Income (before taxes)