

BUSINESS VALUATIONS





Our mission at Avizo Group, Inc. is to help our clients reach their financial goals. A properly prepared business valuation provides business owners with a wealth of information to help you identify your company's strengths and weaknesses.

There are three major categories for the requirement of a business valuation.

1. In support of the purchase or sale of all or part of a business.

- Buy/sell agreement purposes.
- Mergers, recapitalizations, and dissolutions.

2. Valuations required for tax reasons.

- Valuation of interest for estate or gift tax purposes.
- Charitable contributions.
- Financial reporting.
- Valuation for personal financial statements or to obtain financing.
- Property tax valuation.

3. Valuations required in support of resolving litigation.

- Divorce proceedings.
- Valuations for condemnation, business interruption or other damage or loss.

When conducting a business valuation, our process includes in-depth research and analysis to determine the economic outlook, competition in the market place, and financial position of a business or individual. To determine fair market value, we thoroughly analyze financial statements, operating data, legal documents, and other company information to provide you with accurate and detailed information.

Regardless of the reason why you're getting a business valuation, here are some of the major benefits of having one done.

Begins Your Retirement Preparation

Even if you are years away from retirement, hiring an expert to estimate the value of your company is a major part of planning for your future. You'll know how much your company is worth, and then through retirement planning, we can estimate how much you need in order to retire comfortably. With strategic planning and consulting services, we can drive your business growth to fill that gap and create the value to meet your retirement objectives and timeline.

Prepares Your Basis for Tax Planning

One day, you will have to exit your business. Whether you transfer ownership to a family member or sale to an outsider, without appropriate tax planning, the taxes you owe upon transfer can take a huge bite out of your sale proceeds. With a business valuation and tax planning services, you can develop a plan to mitigate those lost dollars.

Provides an Objective Basis for Incentive Plans

Of course, you'll need to motivate your key employees to continue to drive business value while you're in charge, but they are also PART of your business value. For value to remain intact, key employees need to stay with the business when its sold. During your tenure and thereafter, we can help you determine things like bonus programs, team culture, and policies to keep key employees motivated.



While we recommend getting a business valuation before it's time to retire, if you've already reached the end of your career, a business valuation is a vital tool to ensure you're paid fairly for your company.

The value of your company is not just based on earning or earning potential. There are also external factors to be caclualted.

Who is Your Target Buyer?

Value is different between a third-party buyer versus the transfer of your business to key employees over time versus gifting the business to your children. A valuation analyst can help you in deterring this.

The Mergers & Acquisitions (M&A) Market

You'll need to consider this market for your type of business in your geographic location. The market changes continually based on things like the financing, the stock market, and the availability of capital.

Buy-Sell Agreements

If your company is co-owned, you'll need to periodically update your business value in your buy-sell agreement so owner compensation upon leaving is fairly distributed. An outdated valuation often results in expensive litigation.

Whether trying to grow or trying to retire, we're here to guide you through estimating the accurate value of your company.



Avizo Group will provide you with a team of experts to guide you through a business valuation and plan for growth, including a credentialed Certified Valuation Analyst who will help you protect your most important asset.

