

# Understanding the value in valuation

If you are like 98% of business owners in the United States, you probably haven't had an appropriate valuation done on your business. That's most likely because the traditional valuation process is expensive, time-consuming and intrusive. As a business owner you deserve to know the value of your most prized asset. UBS has recently partnered with BizEquity™ to provide you with a complimentary valuation of your business and to offer financial advice around that valuation.

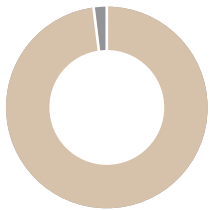
I understand that as a business owner you face far more complexities and concerns than just looking to sell your business. Some of which may include:

- Succession planning
- Buy-sell agreement and funding
- 401(k) plan for employees
- Benefits
- Risk management
- Retirement planning
- Capital structure
- Personal financial plan for owners
- Personal financial planning for employees
- Payroll
- Tax management

I would love to schedule a complimentary valuation with you to not only show you the value of your business, but to also ensure you are getting the proper financial advice around that valuation figure. Contact me at the number below to set up a time to connect.

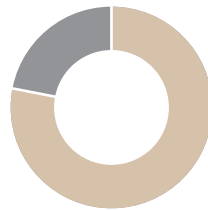
## Did you know:

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**98%**  
of businesses do not value themselves annually

IBIS World Industry Report OD4797 Business Valuation Firms in the US June, 2014



**78%**  
of business owners expect to fund their retirement through the sale of their business

CNBC



**40%**  
of business owners do not have life insurance

LIMRA

## Through UBS's partnership with BizEquity™ you will receive:



### **29-Page Business Valuation Report**

The Importance of Valuation  
BizEquity's Methodology  
4 Conclusions of Value  
12 Key Performance Indicators  
Next Steps Based on Your Goals



### **2- Page Insurance Report**

Buy-Sell and Key Person Insurance  
Figures Based on Your Industry Value

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