

The Value Builder System™ Is A Proven Methodology For Increasing The Value Of Your Company.

As a business owner, you have substantial resources invested in your business. Whether you want to sell next year or just know you're building a valuable asset for the future, the Value Builder Score gives you a comprehensive assessment of the "sellability" of your business. When you complete the Value Builder Score questionnaire, you'll get an overall score, plus your score on the eight key drivers which are statistically proven to increase the value of your company.

FINANCIAL PERFORMANCE

- Accurate information
- Successful results: Top line and bottom line

GROWTH POTENTIAL

- Future is more important than past
- Confidence in your future income stream
- Revenue enhancement potential

INDEPENDENCE ("Switzerland Structure")

- Are you dependant on customers, employees, vendors?

WORKING CAPITAL

- Valuation teeter-totter
- Working capital efficiency

REPEAT SALES (Hierarchy of Recurring Revenue)

- Consumable products (i.e. regular coffee)
- Sunk money consumable (i.e. Keurig cups)
- Subscriptions (magazines/newsletters)
- Sunk money subscriptions (software licenses, maintenance agreements)
- Auto renewals (discount storage company)
- Contract revenue (obligated to renew)

MONOPOLY OF CONTROL

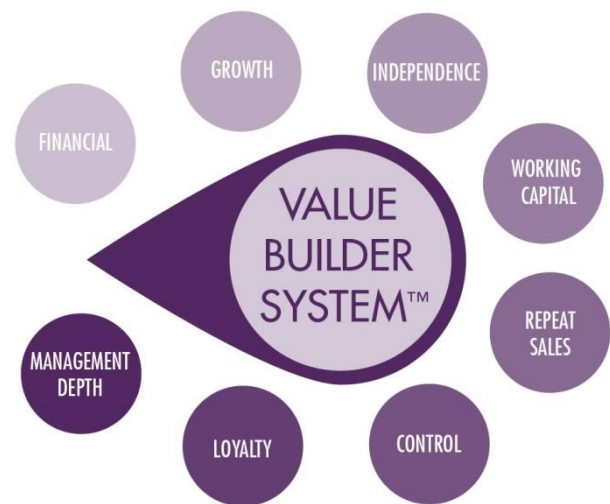
- Pricing strength
- Proprietary products
- Differentiation
- Customer needs

LOYALTY

- Customer satisfaction
- Net promoter score
- Customer referral strength

MANAGEMENT DEPTH

- Hub and spoke
- Owner management dependance



JUST 13 MINUTES TO GET YOUR SCORE!

Take the online survey at sva.com/performance

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