

## Valuations

Southeastern Regional Business Brokers offers valuation services at three different levels to address the needs of owners of small or privately-held businesses based on revenues. We offer products designed to meet your needs, whether your revenue stream is under \$100K, up to annual revenues of \$30-50 million.

Why / When do you need to have a valuation conducted for your business ?

- 1) To prevent “leaving money on the table” when you sell your business.
- 2) To establish a fair market value of the stock in your company when you use the stock to set up a trust or for estate planning purposes.
- 3) To establish a fair market value of the business when a divorce action occurs.
- 4) To establish a fair market value of the company stock you gift to family members or employees.
- 5) To determine loan value.
- 6) To determine insurance value.
- 7) To establish and Employee Stock Ownership Plan (ESOP).

### **Valuation Methods**

There are three major methods of valuation used in determining fair market value of a business:

**Asset Approach** - Based on the assets of a business.

**Income Approach** - Based on the income a business venture generates.

**Market Approach** - Based on comparison with recent sales of businesses within the same category of the subject business.

(There are subsets of the above methods and we are experienced in assisting owners to determine which method to use, and why.)

Typically, a valuation will incorporate several methods to create a range of value for the business.

For further information, contact us at 828-687-7163 or via the web.