

Business Value & Exit Snapshot

We tell you what your business could be worth, and what a buyer would pick holes in, before you decide anything else.

Who it's for

Owners who want straight answers: roughly what is the business worth, and what would worry a buyer? It is the first paid step for most owners, and tells you honestly whether you need more. It reviews your figures and answers, not your contracts and staff.

What you come away with

- An indicative value range, with the assumptions behind it.
- The issues most likely to lower an offer or put a buyer off, most important first.
- A meeting with Simon to go through the findings.
- A clear view of what, if anything, to do next.

What gets looked at

Your profit, as a buyer sees it

Your own pay reset to a normal salary and one-off costs taken out. Buyers call the result **EBITDA**: profit before interest, tax, and the write-down of equipment, vehicles and other assets. Many price a business as a multiple of it.

A value range

An indicative range using the methods buyers typically use, with the assumptions written down so you can see what would move it up or down.

Where the money comes from

How much income comes back every year, and how much rests on one or two big customers.

Who the business depends on

How much of the work, the customers and the know-how sits with you or one or two key people.

£2,120

+ VAT, fixed fee

Suits owners who may sell in the next one to five years, or who just want to know where they stand.

What else we look at

Your paperwork and risks

From what you tell us, whether your records would satisfy a buyer, and the risks most likely to come up.

How it runs

Send us the essentials

Your accounts, monthly figures, any forecast and our short list of questions.

We review

We work through your profit, the likely value and the issues that matter most to a buyer.

We meet

You get a short written report and a meeting on value, risks and next steps.

What we'll need from you

Your recent year-end accounts.

Your monthly figures, if you keep them.

Any forecast or budget you have.

Answers to a short list of questions we send you.

Who does it



Simon Read

Founder & Managing Director

Simon Read leads the Business Value & Exit Snapshot and gives you the view on value. Ben Davies checks the figures behind it.

Where this sits After Simon's free view on value. The official written valuation, with an indicative range and what to fix first. Buying a preparation service does not commit you to selling, or to selling through Reads.

Start with a conversation

Tell us a little about the business and when you might sell. We will tell you honestly whether the Business Value & Exit Snapshot is the right place to start.

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Ask for Simon Read, Founder & Managing Director, or email info@readsadvisory.co.uk

Online: readsadvisory.co.uk/contact-us



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