

REASON FOR VALUATION SUCCESSION AND EXIT PLANNING

Plan your exit on your terms – starting with knowing exactly what you have built.

Why valuation matters here

Most business owners spend decades building something of real value – and then discover, far too late, that the business is not actually ready to sell, or that what they thought it was worth is very different from what the market will pay. Succession and exit planning without a grounded understanding of current value is like navigating without a map.

The cost of leaving it too late

Businesses that are valued only when a sale is imminent have no time to address the issues that discount the price. Owner dependency, customer concentration, undocumented processes, and poor financial visibility are all fixable – but only if you know about them in advance. A valuation today is the starting point for building a business that is worth more tomorrow.

- 85% of businesses are not sellable in their current form – a valuation reveals why
- Understanding value drivers allows owners to address discounts proactively
- A credible asking price, supported by an independent valuation, reduces negotiating friction
- Succession valuations for family transitions, management buy-outs, and third-party sales
- Ongoing valuation tracking to measure progress toward exit goals

A valuation is a checkpoint. Do one today and another in a year's time – and you can see if you have improved. That is the power of knowing your number.



How bizval helps

We provide independent business valuations and succession planning support that help owners understand where they stand today – and what they need to do to achieve the exit outcome they want. Our valuations are practical, actionable, and designed to be revisited over time.

- Current market value assessment as a baseline for exit planning
- Identification of value drivers and value detractors that affect saleability
- Scenario analysis to model the impact of operational improvements on exit value
- Support for family succession, MBO structuring, and third-party transaction preparation

Ready to get started?

Visit bizvalglobal.com or contact our team for a discovery call.



INDEPENDENT DEFENSIBLE BUSINESS VALUATIONS

Backed by data, human-led and supporting real world decisions