

Valuation

Every smart business person knows the importance of being able to present a fair and accurate accounting of his businesses' value. It is particularly important when attempting to sell a business. This valuation document is the single most useful piece of financial information about any business. It has many purposes and can be used to:

- Prove the Fair Market Value of your business
- Provide Information to lending institutions for a business loan
- Validate information for a Merger, Acquisition or Stock Offering
- Create a succession plan or a trust
- Develop an estate plan or tax plan to protect wealth
- To determine the value of assets and liabilities
- For the creation of an Employee Stock Ownership Plan (ESOP)

To know why it's so important to have a valuation you must understand that the book value reflected on the financial statements of a business for sale usually differs vastly from its true market value. Without a new valuation, a business owner must be prepared to defend his opinion of value. For instance, any potential buyer will place little credibility in a value arrived at by an owners accountant. Therefore, a properly prepared valuation report by a valuation expert would become the best tool usable to obtain maximum selling price.

When you work with a VR Intermediary to create a valuation report, the goal is a simple one, the creation of an accurate and comprehensive document that will stand up to scrutiny. For larger businesses, VR has established relationships in place with accredited firms whose valuations are accepted by 95% of all SBA lenders in the country. Using third party valuations make purchase price a small part of negotiations and puts the emphasis on agreements to other terms & conditions of the transaction.

VR sells 86% of all businesses that agree to a third party independent valuation. VR's depth of experience coupled with a vast knowledge of valuation will result in an expert opinion of value, delivered in a responsive, timely and efficient manner. VR has valued and sold virtually every type of business. In one year alone our Network of International Business Intermediaries participated in the sale of businesses with a total value of approximately half a billion dollars. This wide range of experience provides VR with an unparalleled proprietary knowledge of real market values and emerging market trends, all available in a private computerized data bank accessed only by VR Intermediaries. We at VR of Nashville are committed to serving helping our clients with a business for sale as their needs dictate. We take Our Mission seriously. Please take a moment to Contact Us to let us know about your interests and objectives. Any information we receive from you will be held in strictest confidence.