

Valuation Services

A valuation is an important undertaking for many reasons. Everyone would agree that a valuation should be performed for succession planning, exit strategy, partnership, estate planning, income tax planning, etc. But what about a re-org. Bringing on a partner / associate. A partial sale. Even adopting a growth strategy. It is an important step in structuring a comprehensive Business Plan. You need to know where you are starting from.

Queenston uses two methods for a going concern / turn key operation. The first method is a variation of the Owner's Discretionary Cash Flow. Looking at normalized cash flow is a basis to know that if you sold today how much positive cash flow would the buyer have.

The second method is a market-based valuation. We have several examples in our data base of similar businesses to yours and where your business falls in that pool.

We request three years of financial statements and the completion of the Queenston questionnaire.

Using the two methods allows us to confidentially place a value.

Queenston offers two formats.

Calculation Valuation – report which describes how we arrived at our conclusions. It contains a breakdown of the calculations and an explanation. \$3500.

Opinion of Value Letter – this is a process where we do the same calculations as above but the report is only 2 or 3 pages long. It contains a value conclusion. \$2500.

REASONS TO VALUE

SUCCESSION PLANNING

EXIT STRATEGY

ESTATE PLANNING

PARTNERSHIP

CONTINUITY PLAN

ACQUISITION

MERGERS

LITIGATION

PREPARE FOR GROWTH