



As Is Assessment

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|--------------------------|--------------------------|--|
| Needed | Completed | |
| | | <u>STANDARD ASSESSMENT</u> |
| <input type="checkbox"/> | <input type="checkbox"/> | 3 rd Party Business Appraisal or Brokers Opinion of Value |
| <input type="checkbox"/> | <input type="checkbox"/> | Market/Industry Survey |
| <input type="checkbox"/> | <input type="checkbox"/> | Review of Recent Sales |
| <input type="checkbox"/> | <input type="checkbox"/> | S.W.O.T analysis (Strengths, Weaknesses, Opportunities, and Threats to your business) |
| <input type="checkbox"/> | <input type="checkbox"/> | Current market completion (Other businesses on the market competing for a buyer, in your industry and price/value range) |
| <input type="checkbox"/> | <input type="checkbox"/> | Financing analysis (Is your business Financeable by a financial institution) |
| <input type="checkbox"/> | <input type="checkbox"/> | Benchmarking (How does your operations performance compare to others in the industry) |
| <input type="checkbox"/> | <input type="checkbox"/> | Life Plan Analysis (What will it take financially to meet your life goals) |
| <input type="checkbox"/> | <input type="checkbox"/> | Deal Structure (What is the best way to structure a deal to maximize money in your pocket) |
| <input type="checkbox"/> | <input type="checkbox"/> | Buyer Analysis (Define the likely buyer, individual, investor group, private equity group, etc.) |
| <input type="checkbox"/> | <input type="checkbox"/> | Definitive Marketing Strategy |

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| | | <u>OPTIONAL ASSESSMENTS (ADDITIONAL FEES MAY APPLY AS APPLICABLE)</u> |
| <input type="checkbox"/> | <input type="checkbox"/> | Equipment Appraisal |
| <input type="checkbox"/> | <input type="checkbox"/> | Real Estate Appraisal |
| <input type="checkbox"/> | <input type="checkbox"/> | CPA/Accounting/Bookkeeping |
| <input type="checkbox"/> | <input type="checkbox"/> | Deal/Tax Structure Analysis |
| <input type="checkbox"/> | <input type="checkbox"/> | Environmental Studies |

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|--------------------------|--------------------------|---------------------------------|
| | | <u>INDUSTRY SPECIFIC</u> |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
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|--------------------------|--------------------------|---------------------|
| | | <u>OTHER</u> |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |
| <input type="checkbox"/> | <input type="checkbox"/> | |