Questions to Ask Yourself

• Have you had a conversation with your significant other?
• Is this sale of your business your full retirement or is this part of your retirement?
• Have you sat down with your wealth manager or financial planner to decide if you can comfortably live off $x amount?

The 4 Components that Determine Value

1. THE MARKETPLACE
   Small town or large town?

2. OWNER OPERATOR RISK
   How involved is the owner?

3. CUSTOMER CONCENTRATION RISK
   The total revenue distributed by your customer base

4. FINANCIAL RISK

NOTES:
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