

# 8 Drivers of Company Value



## Financial Performance

Your history of producing revenue and profit combined with the professionalism of your record keeping.

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## Growth Potential

Your likelihood to grow your business in the future and at what rate.

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## Switzerland Structure

How dependent your business is on any one employee, customer or supplier.

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## Valuation Teeter Totter

Whether your business is a cash suck or a cash spigot.

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## Recurring Revenue

The proportion and quality of automatic, annuity-based revenue you collect each month.

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## Monopoly Control

How well differentiated your business is from competitors in your industry.

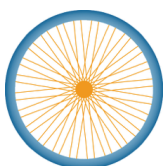
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## Customer Satisfaction

The likelihood that your customers will re-purchase and also refer you.

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## Hub & Spoke

How your business would perform if you were unexpectedly unable to work for a period of three months.

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