

## Valuation Services Comparison Chart

Type  Feature	Value Calculation		Business Valuation
	Market	Business	
<b>Level of Assurance</b>	Agreed Upon Procedures		Full
<b>Valuation procedures:</b>			
Economic condition & outlook	No	No	Yes
Industry condition & outlook	No	No	Yes
Financial analysis of company	No	Limited	Full
SWOT analysis of company	No	No	Yes
<b>Valuation Methods:</b>			
Comparable sales of similar businesses	Yes	Yes	Yes
Industry rules of thumb	Yes	Yes	Yes
Capitalized cash flow	No	Yes	Yes
Excess earnings	No	Yes	Yes
Adjusted asset	No	Yes	Yes
Guideline public companies	No	No	If applicable
<b>Capitalization Rate</b>	N/A	Standard	Company specific
<b>Report Style</b>	Brief	Brief	Detailed
<b>Fee</b>	\$199	\$499	\$1,500 minimum (see schedule)
<b>Ownership %:</b>			
100%	Yes	Yes	Yes
Less than 100%	No	Yes Pro-rata calculation	Yes Add \$500 for premium/discount calculation

## Business Valuation Fee Schedule

Annual Sales (\$ million)	Fee (\$)
> 1	1,500
1 > 2.0	2,000
2.0 > 3.0	2,500
3.0 > 4.0	3,000
4.0 > 5.0	3,500
5.0 > 7.5	4,000
7.5 > 10.0	5,000
10.0 >	By Quote

### BUSINESS VALUATIONS & STRATEGIES PC

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3402 N. 4<sup>th</sup> Street, Harrisburg, PA 17110

**Phone:** 717-234-7060

**Fax:** 866-482-3097

**Web site:** [www.business-valuation-expert.com](http://www.business-valuation-expert.com)

**Email:** [dave@business-valuation-expert.com](mailto:dave@business-valuation-expert.com)

### BUSINESS ADVISORS GROUP PC

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59 L Street, Seaside Park, NJ 08752

**Phone:** 732-250-6250

**Fax:** 866-482-3097

**Web site:** [www.business-advisors-group.com](http://www.business-advisors-group.com)

**Email:** [dave@business-advisors-group.com](mailto:dave@business-advisors-group.com)