

# ***FACTORS THAT CAN MAKE OR BREAK THE VALUE OF YOUR COMPANY***

## ***Value Enhancers ...***

1. Trained, stable work force.
2. Established, creative management team.
3. Products/services with a sustainable competitive advantage.
4. Clearly defined goals.
5. Opportunity for significant productivity gains.
6. Well-maintained equipment and premises.
7. Effective management information systems.
8. Barriers to market entry.

## ***Value Deflators ...***

1. Low morale, high employee turnover.
2. Commodity products/services lacking differentiation.
3. Volatile revenue and profits.
4. Lack of cohesive business strategy.
5. Poorly maintained physical plant.
6. Lack of management information.
7. Ease of market entry.

***After all, if you do  
not look after  
your business who  
will?***



We welcome the opportunity to discuss your unique situation with you;  
please contact:

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**A Member of the Institute of Business Appraisers**

**TEAL  
BECKER  
& CHIARAMONTE**   
**CPAs, P.C.**

Providing a higher  
**standard of excellence** in the  
**quality of our relationships and our work**



***How much is your  
business worth?***

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## *Why do you need to know how much your business is worth?*

The prospective sale of your company is an obvious reason for getting a business valuation, however there are many other reasons why it is important to understand the value of perhaps your most significant asset:

- ◆ Strategic/Business Planning
- ◆ Performance Benchmarking
- ◆ Shareholder & Buy-Sell Agreements
- ◆ Merger or Acquisition Transactions
- ◆ Financing
- ◆ Estate, Gift, and Trust Planning
- ◆ Business Dissolutions
- ◆ Marital Dissolutions

## *What is involved in a business valuation?*

A business valuation takes into account all aspects of your business, from a review of current management and operations, including intangible assets to a forecast of economic and industry trends.

Each valuation assignment is a complex assessment of the unique history, financial status, and future outlook of your business.

## ***YOUR PATH TO SUCCESS***

Why Teal, Becker & Chiaramonte, CPA's, P.C.?

- ◆ Breadth of Experience
- ◆ Business Maturity
- ◆ Customized Solutions
- ◆ Cost Effective

At Teal, Becker & Chiaramonte, CPAs, P.C., we provide superior services by working to meet your needs for a reasonable price. Your needs come first and become our priorities. With experience across a broad range of industries, our Business Advisory Services division offers unbiased, independent business valuations prepared by **Steven M. Egna**, a **Certified Business Appraiser** accredited by the **Institute of Business Appraisers**. The result will meet current standards exhibiting the utmost competence, diligence, and confidentiality in valuation assignments accepted by the courts and the IRS.

Teal, Becker & Chiaramonte appraisals are backed by the firm's broad financial experience and our expert legal testimony if needed. Our business advisory services allow owners to make educated decisions for planned and unexpected events.



When critical decisions must be made, resource allocation is important. Enhance your existing resources with Teal, Becker & Chiaramonte, CPAs, P.C.:

### ◆ **Proactive Business/Estate Planning**

- Gift/Estate Tax Valuations
- Shareholder & Buy-Sell Agreements
- Succession Planning

### ◆ **Litigation Support**

- Business/Partnership Disputes
- Marital Dissolutions
- Lost Profits/Damage Claims

### ◆ **Mergers, Acquisitions, & Divestitures**

- Valuation and Negotiations

### ◆ **CFO Advisory**

- Strategic Peer
- Finance Team Development
- Distressed Company Advisory

During the evolution of every organization, additional requirements can affect the firm's ability to grow, its ability to capitalize on new opportunities, and at times even risk its survival. Teal, Becker & Chiaramonte, CPAs, P.C. develops a seamless partnership with your existing organization to improve your business and help create practical solutions for your needs. We are value enhancers.

We welcome the opportunity to support your goals and objectives by partnering with you and your existing organization.