



The Advisor You Trust... Trusts SPARDATA

Most Owners Don't Know What Their Companies Are Worth. Do You? Trust SPARDATA To Find Out.

Business owners make bad appraisers.

- A recent study found owners misjudge the value of their companies by a median error of 58.9%.

Rules of thumb are almost always wrong.

- Rules of thumb assume your business is exactly like your competitors'. In fact, it is as unique as you are!

You won't find fair market value shown on tax returns or financial statements.

- "Book value" is usually very different from fair market value.

Proven Valuation Process

Understanding Your Business

The SPARDATA analyst's number one job is to fully understand your business through:

- Management Questionnaire
- Interviews
- Financial Statements

Understanding Your Needs

Your valuation is prepared specifically to help you accomplish your planning objective.

Working with Your Team

- Owner
- Attorney
- Family Members
- Accountant
- Financial Advisor
- Key Employees

Defensible Valuations

SPARDATA valuations meet the highest industry standards:

- IRS Revenue Ruling 59-60
- AICPA Statement on Standards for Valuation Services (SSVS)

SPARDATA'S experienced staff:

- Boasts advanced and specialized education
- Achieved NACVA credentials, maintain rigorous professional standards (National Association of Certified Valuation Analysts)

Valuation Products

Calculated Value Report

Ideal when IRS review is unlikely such as:

- buy-sell
- retirement planning
- succession planning
- buying or selling a business
- et cetera

Summary Valuation

Ideal when IRS review is probable such as:

- estate tax purposes
- gift tax purposes

Detailed Valuation

Ideal for litigation situations such as:

- divorces
- disputes between partners
- et cetera

Rush Service Available

Returning Client Discount

Fixed Pricing



Who Buys Valuations?

SPARDATA clients own businesses located on Main Street, not Wall Street, with annual sales up to \$200 million. Industry experience includes:

- Manufacturing
- Energy
- Information Technology
- Retail
- Construction
- Medical Practices
- Professional Services
- Dental Practices

And Why?

- **Succession Planning.**
To aid the transfer of ownership to “insiders” – family or key employees.
- **Estate/Gift Taxes.**
A defensible valuation is required for IRS Form 706/709.
- **Retirement Planning.**
To know how much the business will contribute to the owner’s retirement nest-egg.
- **Buy/Sell Agreements.**
To ensure the buy-sell agreement will work when the time comes – and is fully funded.
- **Sale/Merger.**
Negotiate confidently—don’t leave money on the table or scare away buyers by asking too much.

Contact A Valuation Expert

Questions? Want to know more? Want to see a sample valuation? Call today and ask to speak with a Valuation Consultant.

SPARDATA
BUSINESS VALUATION EXPERTS

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Why Do Our Clients Choose SPARDATA?

“My client would be the first to complain if there was anything negative to say. He said the project went very smoothly. SPARDATA explained the value in terms he could understand.”

(Advisor, Novi, MI)

“This was our first formal company valuation. The analyst was helpful to walk us through the valuation process and reasoning for how the value was determined. We appreciated the additional explanations. I now have a clearer understanding of the planning I need to do for myself and the business.”

(Owner, Fairforest, SC)

“The initial conference call was very helpful. It gave my client comfort knowing exactly what to expect and how we would all work together. The process went exactly as you described.”

(Advisor, Greenville, SC)

“As always, the valuation went smoothly and was completed in a timely fashion. The management questionnaire is comprehensive and is a great aid in the accuracy of the process. We will continue to use SPARDATA for our annual ESOP valuation.”

(Owner, Springfield, IL)