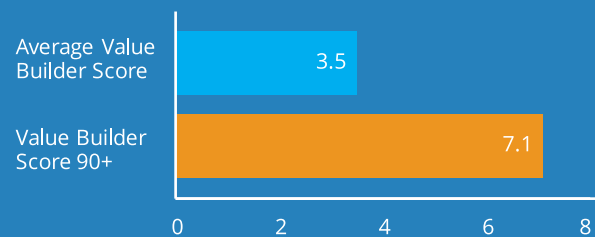


Does The Value Builder System™ Work?

The Value Builder System™ is a scientific methodology proven to increase the value of your business.

After analyzing over 40,000 businesses, the average Value Builder Score is 59 out of a possible 100. If we look at the acquisition offers these businesses have received, the average offer is 3.5 times pre-tax profit. The Value Builder users who have improved their score to 90 or greater – by following the system – are receiving offers of 7.1 times pretax profit on average.

AVERAGE MULTIPLE OF PRE TAX PROFIT



Work with a Certified Value Builder™ to:

- ✓ Get your Value Builder Score
- ✓ Improve your score on the 8 key drivers
- ✓ Complete all 12 modules every year
- ✓ Watch your company's value grow

8 Drivers of Company Value



Financial Performance

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



Growth Potential

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



Switzerland Structure

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



Valuation Teeter Totter

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



Recurring Revenue

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



Monopoly Control

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



Customer Satisfaction

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



Hub & Spoke

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

The ValueBuilder System™
Double Your Value. Double Your Offers. Control Your Future.



VALUE. VERIFIED.



The
**Value
Builder**
System™
Double Your Value. Double Your Offers.
Control Your Future.

Will it work for me?

Yes. Regardless of the industry you're in or the size of your company, going through The Value Builder System™ can create impressive returns for you.

Here's how we know:

In 2018 we worked with one of our local market partners, a Certified Value Builder™ firm called Business Doctors, who selected a group of 30 business owners to study as they went through The Value Builder System™. These 30 companies were selected from a wide variety of industries and had revenues ranging from approximately \$250K - \$3.5 million USD.

We analyzed their Value Builder Score when they started the program, at the four-month mark and again at the eight-month mark.

18% Overall, the businesses improved their Value Builder Score by **18%** in just 8 months.

Eliminating your frustrations

Even more interesting, business owners in the study eliminated some of their most acute frustrations by following the 8 Drivers of Company Value.

Switzerland Structure: Do you feel overly dependent on a single customer, employer or supplier?

Scores improved by an average of **32%** on the driver that measures how dependent a business is on any single factor.

Recurring Revenue: Do you struggle to appropriately plan for the resources you'll need in the future?

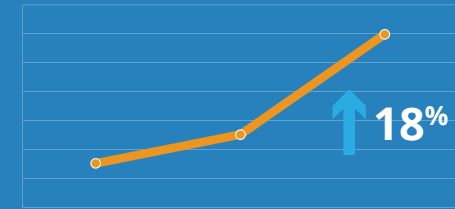
Scores improved by an average of **29%** on the driver that measures the proportion and quality of automatic, annuity-based revenue collected each month.

Hub & Spoke: Is your business too dependent on you?

Scores improved by an average of **22%** on the driver that measures how a business would perform if the owner was unexpectedly unable to work for a period of three months.

What's possible for your company in just a few years?

How long does it take?



8 Months

Benchmark A
April 2018

Benchmark B
July 2018

Benchmark C
November 2018

18% increase over 8 months

Over the 8 months of the study, each company invested 3 hours per month in order to improve their businesses using The Value Builder System™. The structure was:



One hour follow-up call on actions from previous month



Two hour live group working session per month

