## **BUSINESS VALUATION**

LOCATION TBD 10:00 - 10:45am 1:15 - 2:00pm

| Title                        | Business Valuation   |
|------------------------------|--|
|                              | Critical reasons why a business owner should know the value of their business.   |
| Stage of Business            | Growth & Mature  |
| Speaker                      | Joseph Pilla; jpilla@xxiadvisors.com   |
|                              | VP - Advanced Strategies & Business Advisory<br>Services, 21st Century Financial   |
| 3-5 Specific<br>Deliverables | <ol> <li>Understand why it is important to know the true value of your business</li> <li>Reasons why business owners neglect to have business valuations performed - "The Roadblocks"</li> <li>What are the benefits to having a business valuation</li> <li>Understanding your businesses Key Performance Indicators (KPI's) and why it matters</li> <li>Understanding the 4 types of value's that are calculated in a business valuation report</li> </ol> |