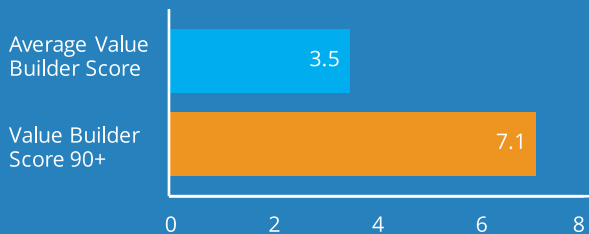


# Does The Value Builder System™ Work?

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 revenue 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 improved their company in just 8 months through 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, employee or supplier?**

Scores improved by an average of **32%** on the driver that measures how dependent your 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 you collect each month.

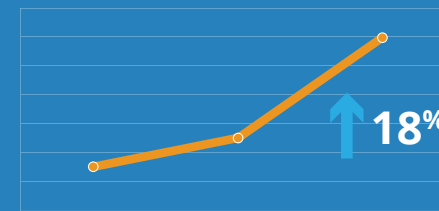
#### Hub & Spoke:

**Is your business too dependent on you?**

Scores improved by an average of **22%** on the driver that measures how your business would perform if you were 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

