

Summary

Discover Your Business's Health – Get Your Value Builder Score



TheExitStrategyGroup.com.au/Media

Kerry Boulton, an exit strategy advisor, compares the Value Builder Score to a blood pressure test, emphasising its importance in assessing a company's health. The score, based on various factors, helps predict the multiple of pre-tax profits a business might fetch when sold. Data from over 10,000 businesses shows that those with a Value Builder Score of 80 or above receive offers of 6.6 times pre-tax profits, compared to the average of 3.7 times. For example, a business with \$500,000 in pre-tax profit and a score of 80 could be worth \$3.3 million.

Boulton stresses the importance of knowing your Value Builder Score, as it provides insights into the business's performance and helps identify areas for improvement. He encourages business owners to get their score as a baseline for their company's health and potential. The segment concludes with a call to action to obtain a Value Builder Score and a promotion for Kerry's new book on exit strategies.