

Hidden Value...Hidden Cost...

FINDING TRUE OPERATIONAL, CASH FLOW THROUGH A CERTIFIED, THIRD-PARTY APPRAISAL...

Financial Statements and Tax Returns in closely held businesses are prepared to minimize taxes and do not reflect the true cash flow that the business generate. In order to determine operational cash flow it is necessary to analyze various accounts to find income and expenses that are discretionary, non-recurring or non-operational through a Certified, Third-Party Appraisal.

We Look At These Accounts:

- Rent
- Supplies
- Telephone
- Utilities
- Vehicle Expense
- Travel
- Entertainment
- Legal Fees
- Accounting Fees
- Interest
- Postage
- Salaries and Wages
- Insurance
- Repairs/Maintenance
- Payroll Taxes
- Property Taxes
- Non-Business Expense
- Owner's Salary/Benefits/Perks
- Depreciation/Amortization
- Bad Debts
- Inventory
- Contributions
- "One-Time" Expenses
- Cost of Goods
- Cash versus Accrual Basis
- Other Accounts

For More Income/Expense:

- Above/Below Market Rent?
- Personal? Expensed Capital Items?
- Discretionary Use?
- Personal?
- Personal? Non-Operational Use?
- Conventions/Vacations?
- Necessary To Get/Keep Accounts?
- Personal?
- Personal Returns included?
- Normal for This Industry?
- Personal?
- Above/Below Market? Family?
- Personal? Weighted to Owner?
- Personal? Non-Recurring?
- Owners? Family?
- Only on the Business?
- Any Non-Operational Expense?
- Above/Below Industry Norms?
- Tax Expenses/Real Depreciation?
- Excessive or Non-Recurring?
- Artificially High to Lower Profit?
- Discretionary Use?
- Moving? Expensed Capital Items?
- Excessively Above Industry Standard?
- Do Sales Match Costs in a Period?
- Many More Possibilities Exist...



SUCCESSFUL STRATEGIES FOR ENTREPRENEURS TO EXIT BUSINESS OWNERSHIP...

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