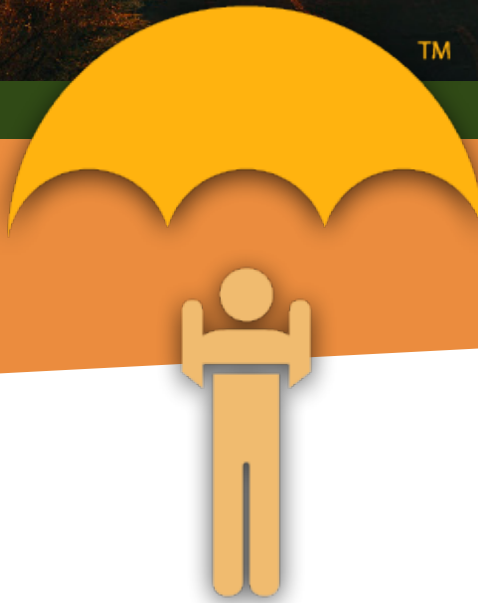


PREScore™



Exit with No Regrets

Two questions every business owner needs to answer:



1. Future Vision
2. Deal Structuring Flexibility
3. Personal Detachment
4. Team Involvement

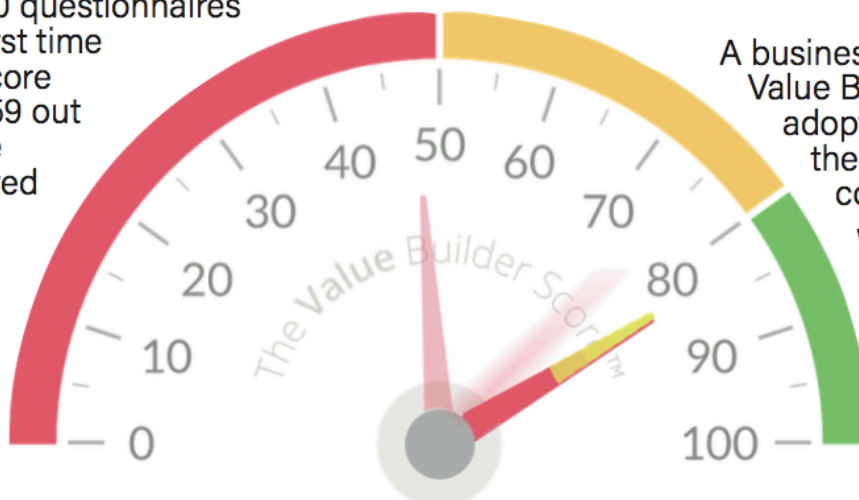
1 ARE YOU PERSONALLY READY TO EXIT?

2 IS YOUR BUSINESS READY TO SELL?

The ValueBuilder System

Double Your Value. Double Your Offers. **Control Your Future.**

With over 40,000 questionnaires and counting, first time Value Builder Score takers average 59 out of 100. For those who have received a written offer to sell, **the average price is 3.7 times their pre-tax profits.**



A business improves its Value Builder Score by adopting characteristics of the most successfully sold companies. Businesses with scores of 80 are **likely to receive offers of 6.3 times annual pre-tax profits.**

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PREScore™

Four Drivers to an Exit with No Regrets



1. Future Vision
2. Deal Structuring Flexibility
3. Personal Detachment
4. Team Involvement

Get your **FREE PREScore** at www.prescore.me.

FUTURE VISION

Most owners get pushed out of their business but the happiest exits occur when an owner has an equal or greater number of pull factors.

PUSH

- Stressed out
- Red tape
- Managing employees

FACTORS

PULL

- Run a marathon
- Start a foundation
- Write a book
- Start a new business

WHAT ARE YOURS?

Push factors would include things that pull you out of your business whereas Pull factors are things you want to do in the future.

PUSH

FACTORS

PULL

As an owner, you're ready for almost anything. But recent data shows that even the most affluent and successful founders struggle with one common problem: the regret of how they handled leaving their company.

PREScore™

Exit with No Regrets



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PERSONAL DETACHMENT

The degree to which the founder's ego is dependent on his/her status as the owner of his company.

These factors can lead to an owner becoming unwilling or unable to let go. For a happy exit, they need to have a life outside of their business.

HOSTING A CELEBRATION

If you were to host a big celebration (e.g. wedding, birthday etc.), who would you invite?

1. Mostly people from my work (+10 points)
2. Some people from my work (+5 points)
3. Nobody from work (+0 points)

SCORE

HOW MANY HOURS DO YOU PUT IN?

In a typical week, how many hours would you spend working on/in your business?

1. Less than 30 hours per week (+0 points)
2. 30-39 hours per week (+2 points)
3. 40-49 hours per week (+ 4 points)
4. 50-59 hours per week (+6 points)
5. 60+ hours per week (+10 points)

SCORE

STARTING VS. INHERITING OR BUYING

Did you start your business?

1. Yes (+10 points)
2. No (+0 points)

SCORE

IS YOUR NAME ON THE DOOR?

Does your last name (i.e. surname) appear anywhere in your company name?

1. Yes (+10 points)
2. No (+0 points)

SCORE

DEFINING YOURSELF

If you're asked about your work in a social setting, which of the following are you more likely to say?

1. I am a business owner (+10 points)
2. I own a business (+0 points)

SCORE

SCORING

**Less than 20 points: You're nearly ready to exit!
20-35 points: Proceed with caution
36 + points: Houston, we have a problem!**

OVERALL SCORE