Increasing the Value of a Business Before You Sell

The Strategy in 60 Seconds

One point two million in equipment. The whole company valued at one point five. Here's exactly why that happens, and how to fix it before you sell.

36 MONTHS

Buyers and lenders review three years of books

Raise Value Before You Sell

- **Document every add-back - Clean books, three years running**
- **Trim assets to essentials - Don't gift equipment at closing**
- **Grow SDE, not the fleet - The multiple applies to cash flow**

What Buyers Will Let You Add Back

- Owner's salary
- One owner vehicle
- Home office expense
- Owner health insurance
- One-time legal fees
- Non-working family payroll

If you can't document it, you can't add it back