

What to Expect from a Free Consultation?

Owners (or advisors) trying to decide whether a valuation makes sense are welcome to call the SPARDATA sales department at 800-895-4100 to discuss the specifics of their situation. Often, however, the advisor(s) and the business owner(s) prefer to have a joint conversation to discuss the potential business valuation with a valuation consultant. This conversation will allow you to ask questions and truly understand the reasons for and the process behind the valuation.

Owners Benefit from a Free Consultation

- Answers to ALL questions
- Understand how valuation fits into the planning conversation
- Instill comfort with valuation process – remove fear and uncertainty.

Consultation Call - An Education for All

- Introduction
 - SPARDATA – Brief, high level overview of our experience and credibility.
 - Business Owner – Who you are and what you do. Valuation Consultant asks general questions to assist in determining appropriate valuation service.
- Valuation Benefits
 - Discuss reason for the valuation / planning situation
 - How valuation fits into the process
- Valuation recommendation and discussion
 - Explain valuation service most appropriate to meet owner's needs
 - Answer specific questions from owner/advisor.
 - Walk through valuation process and what to expect
 - Discuss cost and timeframe

Owner Preparation for the Consultation Call

Relax; there is no need to prepare special information for the call. Your general knowledge of the business is sufficient. The Valuation Consultant wants to learn high level detail about the business in order to determine the appropriate valuation service to meet your needs.

- Overview of business
- High level financial information (gross revenues and growth trends)
- Significant tangible assets
- Industry / competition / future prospects

Common Questions on a Consultation Call

Owners and advisors are encouraged to ask ANY questions they wish on the call. You can expect to gain sufficient information to help you make an informed decision about your next steps in the valuation and planning process.

- How much does the valuation cost?
- How long does the valuation take?
- What information/documentation is needed?
- How much of the owner's time does the valuation require?
- Who needs to be involved in the valuation project?
- Will the valuation stand up to scrutiny (by the IRS)?
- Does SPARDATA have experience in similar industry?
- How do I start the valuation process?

It's Easy to Schedule a Free Owner Consultation

- Call SPARDATA to schedule a consultation with a Valuation Consultant:

800-895-4100 x101

- Calls last 30-60 minutes
- Toll free conference line available