

FOR WEALTH ADVISORS AND FINANCIAL PLANNERS

The largest number in your client's plan is the one nobody has tested.

For a business-owner client the plan turns on what the business actually sells for, and that number comes in under expectation more often than not, because the earnings do not survive a buyer's diligence and the deal gets re-traded. **A sell-side review proves the earnings first and removes what a buyer would use to chip the price, so the proceeds land closer to what the plan is counting on.**

3 + TTM FISCAL YEARS TESTED What a buyer's team reconstructs	12 to 36 MONTHS OUT Findings fixed rather than priced	0 OPINIONS OF VALUE IN WRITING The range is said out loud at the readout	1 HOUR OF THE CLIENT'S TIME The returns, the trial balance, one conversation
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YOUR CLIENT IS EXPOSED IF

RETIREMENT LEANS ON THE SALE The proceeds are the plan. A shortfall at the closing table is not a rounding error in the projection; it is the projection.	THE BUSINESS RUNS THROUGH THE OWNER Day to day, and on paper. Owner compensation, personal expenses and related-party rent are where a buyer's team starts.	THE BOOKS WERE NEVER TESTED By anyone with a reason to find a problem. A buyer's firm reconstructs three years from the bank statements. Better the client sees that first, on their own clock.
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WHAT EACH SCOPE COVERS, AND WHERE IT STARTS

Tier	What it covers	Fee
Light	Every add-back tested, the walk from the filed return, proof of cash on the trailing twelve months plus the last fiscal year, the working capital figure computed	From \$10,000
Core most deals	Light, with the working capital figure tested rather than computed, proof of cash on two more fiscal years, revenue quality in depth, benchmarking and run-rate earnings	From \$15,000
Full	Core, with the walk from purchase price to what the seller nets, free cash flow, debt-like items and balance-sheet testing	From \$25,000

The 1 October line

On an SBA-financed sale at \$3 million or more, the buyer's bank now orders its own Quality of Earnings and underwrites off that number.

A sell-side review runs the same work first, on the owner's clock, while there is still time to fix what it finds. Preparation for the bank's review, not a substitute for it.

Fixed fee in writing after a thirty-minute call; our mutual NDA by default, yours on review. Ryan Anoskey, CPA, Partner, leads the work; Jared Luegers, CFA, Founder and Managing Partner, performs the second review; LIMESTONE issues the report. We do not take the listing and we do not sell a valuation.

Send us **one owner client** and we will tell you where they stand. The first read is free, and it comes back to you in writing.

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