

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 Time to fix findings before a buyer prices them	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 moves the whole 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
Lite	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 \$7,500
Core most deals	Lite, with the working capital figure tested on inventory, receivables and accruals, 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 a 7(a) acquisition priced at \$3 million or more, the buyer's lender must obtain a Quality of Earnings and lends on the earnings it confirms.

A sell-side review runs the same work first, on the owner's clock, while there is still time to fix what it finds, and it readies the business for the lender's review.

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. Any work after the thirty-minute call is quoted in writing as one fixed fee, and the call costs nothing.

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