

11 Steps to **Increase** Your **Multiple** at Time of Sale or Merger

- 1)** Have Current Non-Competes and Non-Solicits for Your Sales Team
- 2)** Understand Your Distribution
- 3)** Keep Current Financial Statements
- 4)** Calculate Your Renewals
- 5)** Know Your Employees
- 6)** Track Your Revenues
- 7)** Document Your Ownership Structure
- 8)** Identify Your Value Add
- 9)** Create a 1-3 Year Profit Plan
- 10)** Recognize Your Culture
- 11)** Develop a Good Business Profile