

# Top 10 ways to increase your Company's Enterprise Value

1. Get your financials in order. It's best to be able to provide clear, concise and timely financial reports, which illustrate the performance of your business.
2. Prepare for Due Diligence. Simply, the more prepared you are for due diligence, the less time it will take to close.
3. Have a plan for growth, and execute on the plan. Buyers are not purchasing your company to operate "as is". They want to increase the return on investment and will look for companies that have demonstrated reasonable growth of at least 10%.
4. Prepare a budget and forecast, then live it. Having targets in writing is motivational to most people, and you need everyone on your team pulling in the same direction. At the same time, buyers are looking to see how well managed the company is and whether its management team can work together and achieve reasonable results.
5. Maximize revenue and profit to the business.
6. Develop a second level of capable management. Buyers want to know your Company can run without your 24/7 involvement.
7. Document what people do. Document job descriptions for each of the top 2 or 3 layers of management and the supervisory level.
8. Simplify the "family relationships" in the business. It is fine to have family members on the payroll when they are contributing members of the Company's team. Remove non-business transactions with family members.
9. Diversify your customer and supplier base. Concentration in either customers or key suppliers is a big red flag to potential buyers, especially when that concentration is based on a relationship between the customer/supplier and you.
10. Keep your customers happy.

**About Flatirons:** Flatirons Capital Advisors, LLC ([www.flatironscap.com](http://www.flatironscap.com)) is an investment banking firm that helps privately held companies sell their businesses, acquire other businesses, and raise capital. Our services include accomplishing mergers and acquisitions, obtaining financing, sourcing loans for distressed or bridge finance situations, and financial restructuring. Our unique business model affords sell-side advisory clients the ability to improve their company's performance, earnings and effectiveness in the short-term, while simultaneously increasing their market value for a future sale. Flatirons has offices in Colorado and Texas. For more information: Call 303.905.0733, or email [info@flatironscap.com](mailto:info@flatironscap.com).