

**Business Value Report**

# **How To Identify The True Value And Worth Of Any Business**



**Business Associates Inc**

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# How To Use The Debts Of A Business As A Unique Way To Purchase It

If you come across a small company or business that's bogged down with debt but with some backing and better management it can be made profitable again then you might try this idea.

You need to compile a list of everything the company owes with a current list of debts. Now simply figure out the total gross income the business can produce. As an example, let's say that the business can produce \$75,000 a year toward settlement of an accrued debt that is \$250,000.

## **“This Is After Operating Expenses And A Reasonable Salary For You!”**

Now, contact all the creditors and tell them you will arrange for a payment of \$--- a month, and that each creditor will receive (XX) cents on the dollar for their account, to be paid proportionally each month out of a lawyer trust account.

You will continue to do business with them on a Cash-On-Delivery basis. If you get an agreement, then you can go back to the present owner and arrange to pay him or her something for the business out of second year funds (after the debt load has been paid for) and relieve them of the debts. The exact amount (and terms) will depend on his or her degree of frustration, and the actual value of the business.

This idea, in effect, puts you in control of a business where you buy it from the income it generates, and if you can increase that income, you will have a valuable piece of property.

Of course, the problem here is with the creditors. Why shouldn't they agree to take a 60% loss on their accounts because they're getting something back that's a sure thing?

They're aware that unless something is done, they'll end up with little or nothing at all because the present owner maybe facing bankruptcy. With your offer they've got a chance to recoup some of the bad debts, and make some profits without any future credit risk. Of course, you have to convince them that you can do the job.