## **BUSINESS VALUATION CHART - SERVICES - CALIFORNIA**

CAPITALIZATION (36 MOS FROM INVESTMENT DATE)					I.		1	1	1	i i
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CLIENTS PORTFOLIO										
COMPETITION										
COMPLIANCE WITH REGULATORY ENVIRONMENT										
CONTROLS & REPORTING										
CONTROLS & REPORTING - QC										
DELIVERED SERVICE RATING										
FINANCIAL POSTURE										
LEGAL ISSUE(S)										
MANAGEMENT - HR CAPABILITIES										
MANAGEMENT - KNOWLEDGE & EXPERIENCE										
MARKETING EFFICACY										
NAME RECOGNITION										
OPERATIONS - FACILITIES										
OPERATIONS - UNIQUENESS										
POTENTIAL FOR BUSINESS SCALING UP										
POTENTIAL FOR GROWTH (36 MOS FROM INVESTMENT DATE)										
STAFF - 1ST TIER KNOWLEDGE, EXPERIENCE & SKILLS)										
STAFF - 2ND TIER KNOWLEDGE, EXPERIENCE & SKILLS)										
VISION										
SUCCESS RATING	0.00%	3 most important pitfalls								
CONCLUSIONS:										