



# ***VIRTUAL SUMMIT***

***FINANCE***

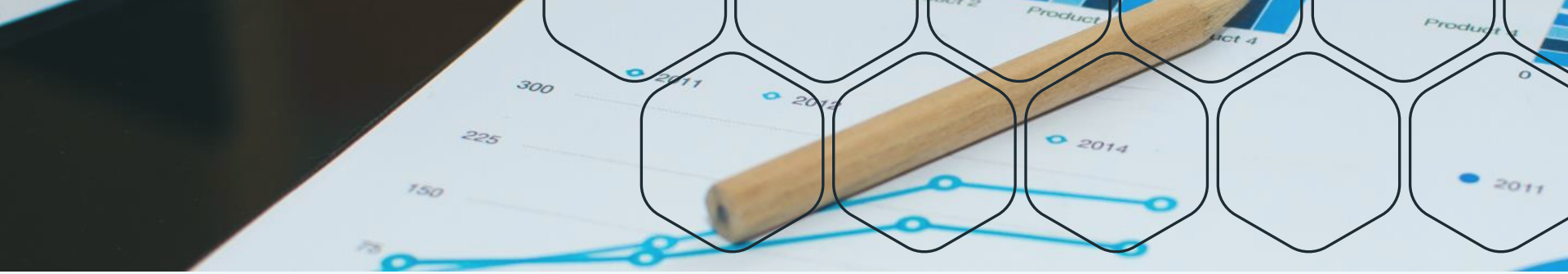


# Take Your Financial Understanding to the Next Level

**Session 2: Best Practices for Capitalizing Your Business**

**Daryl Pace**

Vice President Finance & Information Technology  
Bee-Clean Building Maintenance



# Agenda

- Valuation
- Getting Ready to Sell
- Deal Considerations
- Advisors
- Post Transaction



# Valuation

- Enterprise Value vs. Equity Value
- Normalized EBITDA
- Multiples
- Factors Impacting Valuation



# Getting ready to sell

- Audits & Reviews
- Understanding Normalized EBITDA
- Simplifying the Business
- Skeletons



# Deal Considerations

- Asset vs. Share Deal
- Partial Sale vs. Full Sale
- Holdbacks / Earn Outs
- Employment Contracts
- Representations / Warranties / Indemnities





# Advisors

- Accounting
- Legal
- Tax
- Wealth Management



# Integration



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**BSCAI Virtual Finance Summit**  
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**Breakout: M&A**