



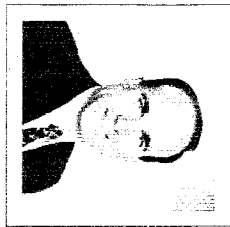
**MAGELLAN ADVISORS, INC.**  
 BUSINESS TRANSITION SPECIALISTS  
 APPRAISAL, INTERMEDIARY & BROKER SERVICES

**RICHARD P. MAGER, CPA**  
 EXECUTIVE DIRECTOR

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To learn more about business valuation, visit our website for free downloadable reports:

[www.magellanadvisors-il.com](http://www.magellanadvisors-il.com)



**Richard P. Mager**  
 Executive Director

I am a CPA with a Master's Degree in Accounting, and I have over 30 years of experience in corporate finance and small business consulting. My background includes corporate accounting, strategic planning and turnaround management.

Magellan Advisors provides specialized support and guidance to the owners of closely-held businesses who must deal with the issues of ownership transfer. We understand that business appraisal is a highly subjective process, and we will work with you to establish a realistic conclusion of value in a timely manner.

My personal goal is to provide you with the highest level of professional service. Let my commitment, skills and experience work to your benefit.



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Member,



Magellan Advisors, Inc. is an Illinois licensed business broker registered with the Securities Dept. of the Secretary of State.

**BUSINESS APPRAISAL SERVICES**

FOR CLOSELY-HELD FIRMS



WHEN YOUR CLIENTS REQUIRE AN  
 INDEPENDENT BUSINESS VALUATION,  
 YOU CAN RELY ON MAGELLAN ADVISORS  
 FOR PROFESSIONAL RESULTS.

**Valuation of a closely-held business is a complex and subjective process...**

A business may need to be valued for various reasons, such as divestiture, divorce settlement, estate and gift taxes, or stock buy/sell agreements. Most business owners have little if any experience with the valuation process.

The determination of entity value takes into account various factors including historical performance, industry trends, economic outlook and risk assessment. The **goodwill** of the business has a significant impact on derived value.

Although entity value can be derived by different methods, the selection of the proper method for the circumstances is critical for accurate results.

**Business owners must rely on outside professional resources...**

While accounting firms may perform business appraisals as an ancillary service, **Magellan Advisors** is engaged full-time in M&A (mergers & acquisitions) consulting. We have the specialized skills to prepare comprehensive and defensible business appraisals.

We offer your clients several benefits:

- ◆ Our Chicago-area base of operations allows us to serve clients expeditiously anywhere in the Midwest.
- ◆ All valuations are prepared by a CPA.
- ◆ We perform appraisals using the **earnings-based** method that is generally regarded as the most comprehensive and cost-effective.
- ◆ Our appraisals comply with IBA professional standards (Institute of Business Appraisers.)
- ◆ Our appraisals for tax filings comply with IRS Ruling 59-60.
- ◆ Our appraisals are usually completed within 30 days.
- ◆ Our work is discreet and confidential.
- ◆ We offer competitive fixed-fees with no hidden charges.

**Documents Requested For A Business Appraisal**

- Federal tax returns for last 5 years
- Internal full-year financial statements for last 5 years
- Current YTD financial statements
- Last full-year accountants' report
- Current business plan
- List of significant assets with book value
- Corporate by-laws or operating agreement
- List of ownership
- List of salaried employees with annual compensation
- Marketing materials (catalogs, brochures, print ads, etc.)

Call today to discuss your appraisal needs without any obligation.

**630-541-5307**