
Item 1>**Overview**

This agreement outlines what you can expect in terms of commitment from our business and from us as valuers in the process of facilitating the intrinsic business valuation. Conversely, it also outlines what we expect from you as the owner and/or manager of the business that is committing to have the intrinsic business valuation completed. This document constitutes the entire agreement between you and your business, and us and our business.

In our experience, it is vital to determine exactly what we expect from each other, and this is why we have developed this contract of commitment

Item 2.0 >**Our Commitment to You and Your Business**

We are committed to completing an intrinsic valuation of your business and it is important to document precisely what that commitment consists of. This will enable both of us to know what to expect over the next few weeks. The following section covers the process involved in the intrinsic valuation of your business.

Item 2.1 >**Evaluation Set**

We will be providing you with an evaluation set to help us gather important information about your business that is necessary to undertake an intrinsic valuation of your business. We call it an evaluation set because it does not just gather information, but helps us to value your business.

You will have time to study the evaluation set and answer the questions. Once you are happy with it, you will send it back to us for review. Once we have reviewed it, we may either call you or meet with you to discuss any matters arising out of the information that you have provided that may need clarification or additional information.

Item 2.2 > Meetings

As part of the process of undertaking the intrinsic business valuation, we will have two meetings. In these meetings we will discuss the evaluation set, how to complete it, the most important areas, any possible challenges that you should be aware of in completing the evaluation set.

As the intrinsic business valuation is on your business and requires information on your business which is not available to us, we will not complete the evaluation set for you – this is your responsibility. We will clarify the questions and help you to maintain your focus, but we will not fill in the answers for you.

Your intrinsic business valuation process will include the following meetings, meeting dates and meeting locations:

- Meeting #1 ___/___/___ : am/pm Phone Our Office
 Meeting #2 ___/___/___ : am/pm Phone Our Office

Note: If the above section is not checked and a date not supplied then it was not included in intrinsic business valuation process.

All required dates must be completed at time of signing.

Allow up to half an hour for meeting # 1 and one hour for meeting #2.

Item 2.3 > Your Information Evaluated

When you complete the evaluation set and return it to us, we will ensure that you have completed it fully and given us the appropriate level of information. The intrinsic business valuation is very dependent on the information that you provide.

Item 2.4 > Complete Your Draft Intrinsic Business Valuation Report

The evaluation set will be used as part of your final Intrinsic Business Valuation and will form part of the report. We are responsible for interpreting and combining your answers to produce your Intrinsic Business Valuation.

The draft report will be presented to you for review and your comments which will be assessed by us in completing the final report.

Your draft report will be supplied to you within five weeks from the completion of your evaluation set.

Your draft report will be forwarded to you by the following date:

- Draft Report ___/___/___: am/pm Email Our Office Post

Item 2.5 > Your Final Report

Once you have reviewed your draft report, and made any comments necessary to ensure that all the underlying assumptions, financial information and in particular the projected financial information is correct and not misleading, it is our responsibility to make any changes and to present you with your final copy.

The expected delivery date for your final Intrinsic Business Valuation report is:

Final Report ____/____/____ : am/pm Email Our Office Post

Item 2.6 > Payment Terms

To make your payment easier, we understand that cash flow is important. That is why we offer you the benefit of a payment plan. You can pay for your intrinsic business valuation in two or three stages as suits you.

The payment terms have been set out in 3.9 Maintain Your Financial Agreement.

Item 2.7 > Our Liability

Our liability to you in respect of damages, losses, costs and claims suffered by you, whether arising in contract or tort or otherwise, under or in conjunction with an agreement or the services (“claims”) will be subject to a limit equal to 100% of the total fees payable to us under this contract less your initial deposit.

Item 2.8 > Maintain Your Confidentiality

Your confidentiality is assured. Our committed team of people, your valuer and the team constructing your report will not divulge your private information to any person(s) without your written permission. We will keep a copy of your report for our records; this copy and a copy of your evaluation set will be maintained and stored in a professional manner.

Item 3.0 > Your Commitment to Us and Our Business

We have committed to undertake your intrinsic business valuation; it is important that you are likewise committed to the processes within this contract.

Your financial commitment is important, but not sufficient in itself to enable the completion of the intrinsic business valuation. The following section contains important factors that are necessary for the completion of the intrinsic business valuation.

Item 3.1 > Complete the Evaluation Set

It is important that you spend time and effort in completing the evaluation set fully and accurately. In particular it is important to ensure that the projected financial forecasts are realistic and can be supported by substantive matters. It must be realised that it is highly likely that any interested party or reader of the report may ask you to substantiate your projected financial information. You must avoid any temptation to complete it quickly with only the bare essentials; this is particularly hard if you are really busy. However, you must commit time, thought and effort in the completion of your evaluation set.

Item 3.2 > Returning the Evaluation Set

To complete your report punctually, it is important that your evaluation set is promptly completed and returned. Therefore, you must complete the evaluation set and return it to us by the following dates:

- Return Date for the Evaluation Set “Valuation Business-Initial Meeting Questionnaire” is: ____/____/____

The required date must be completed at time of signing.

Item 3.3 > Be Available

Your commitment is important to us; as without it, it is not possible to complete the Intrinsic Business valuation report. You must be available for meetings as set out in items 2.2 and 2.4, and you must be willing to fully participate in these meetings as scheduled. You must commit to these meetings, and to uninterrupted time.

Item 3.4 > Maintain Pro-Active Contact

You must be pro-active in your communication with us, so we can work towards completing the intrinsic business valuation and you must communicate any matters that you are not happy with.

Item 3.5> Providing Information

The evaluation set is critical as it will contain (along with any additional information requested to be provided) the information necessary to formulate your Intrinsic Business Valuation report. We may also ask you questions throughout the process. For us to value your business, you must provide us with full and truthful information.

Item 3.6> Review Your Draft Report

You will receive a draft copy of your Intrinsic Business Valuation report to review and make any changes pertaining to the information provided in the evaluation set.

Item 3.7 > Accept Your Final Report

Once your draft report meeting has been completed, and you have reviewed your report and made any comments, you will return the draft in order for the final to be prepared. The final report will then be presented to you.

Item 3.8 > Your Financial Commitment

Type of Valuation

Type 1	Type 2	Type 3	Type 4
\$5,500	\$5,800	\$6,200	\$6,500

- Type 1: Base Fee.
- Type 2: Entity operates in more than one industry.
- Type 3: Intrinsic Valuation is for less than 100% ownership.
- Type 4: Entity operates in more than one industry and the Intrinsic Valuation is for less than 100% ownership.

Item 3.9 >

Maintain Your Financial Agreement

You must maintain your financial agreements. We offer you a financial payment system to support your cash flow, and you must maintain that commitment. The payment schedule has been outlined below:

Payment Method Accepted:

- Credit Card Type _____ Card # _____
Exp: ___/___/___
- Direct Debit

Payment Dates & Amounts:

- Deposit (50%) ___/___/___ Amount \$ _____
- Payment 2 (40%) ___/___/___ Amount \$ _____
- Payment 3 (10%) ___/___/___ Amount \$ _____

Payment must be completed prior to delivery of your final report.

Item 310 >

Maintain the Copyright

The evaluation set, the layout of your report and any other documents used in the Intrinsic Business Valuation are the copyright of Economic Solutions (S.A.) Pty. Ltd. and all rights are reserved. You may make one copy of your completed evaluation set. If you need copies for other persons to complete, and you are then going to combine their information into one evaluation set, then only the final collation of their answers may be copied. The individual evaluation set used must be original evaluation set purchased from us.

Item 4.0 >

Signature of Acceptance

Both parties must provide a signature of acceptance. As the client, you must sign the top section, and we being the responsible entity for supplying your Intrinsic Business Valuation report must sign the bottom section.

I _____ as a representative of _____

understand the conditions of this contract and my signature below represents my agreement to the conditions of this contract.

Signature of Client

Name in Block Letters

Your Contact Details: email:

Street Address:

.....

.....

Phone:

.....

____/____/____
Date

I _____ as a representative of Economic Solutions (SA) Pty Ltd

understand the conditions of this contract and my signature below represents my agreement to the conditions of this contract.

Signature of Director:
Economic Solutions (SA) Pty Ltd

____/____/____
Date