



How buyers look at your business

Seller Readiness Scorecard

Score each category from 0–4, multiply by the weight, and total the points. Maximum score = 100.

Category	Key Factors	Weight	Score (0–4)	Points
Financial Quality	Clean financials, accrual accounting, reporting, forecasting	20		
Revenue Quality	Recurring revenue, customer diversification, contracts	20		
Profitability & Cash Flow	Margins, stability, capex needs, cash conversion	15		
Management Depth	Owner independence, leadership team, documented processes	15		

Strategic Position	Competitive advantage, market growth, differentiation	15
Growth Opportunities	Expansion opportunities, scalable sales, acquisitions	10
Legal & Risk	Contracts, compliance, litigation risk, IP ownership	5

TOTAL SCORE: _____ / 100

Score Interpretation

85–100 Premium Deal – Strong PE and strategic buyer interest

70–84 Market Ready – Good transaction potential

55–69 Work Needed – Likely valuation discount

40–54 High Risk – Buyers will flag diligence issues

<40 Not Ready – Significant preparation required

Top Value Drivers

- Recurring revenue model
- Reduced owner dependence
- Professional financial reporting
- Diversified customer base
- Clear growth strategy

[Schedule a call to discuss](#)