BUSINESS MODEL WORKSHEET

Company Name/Legal Entities

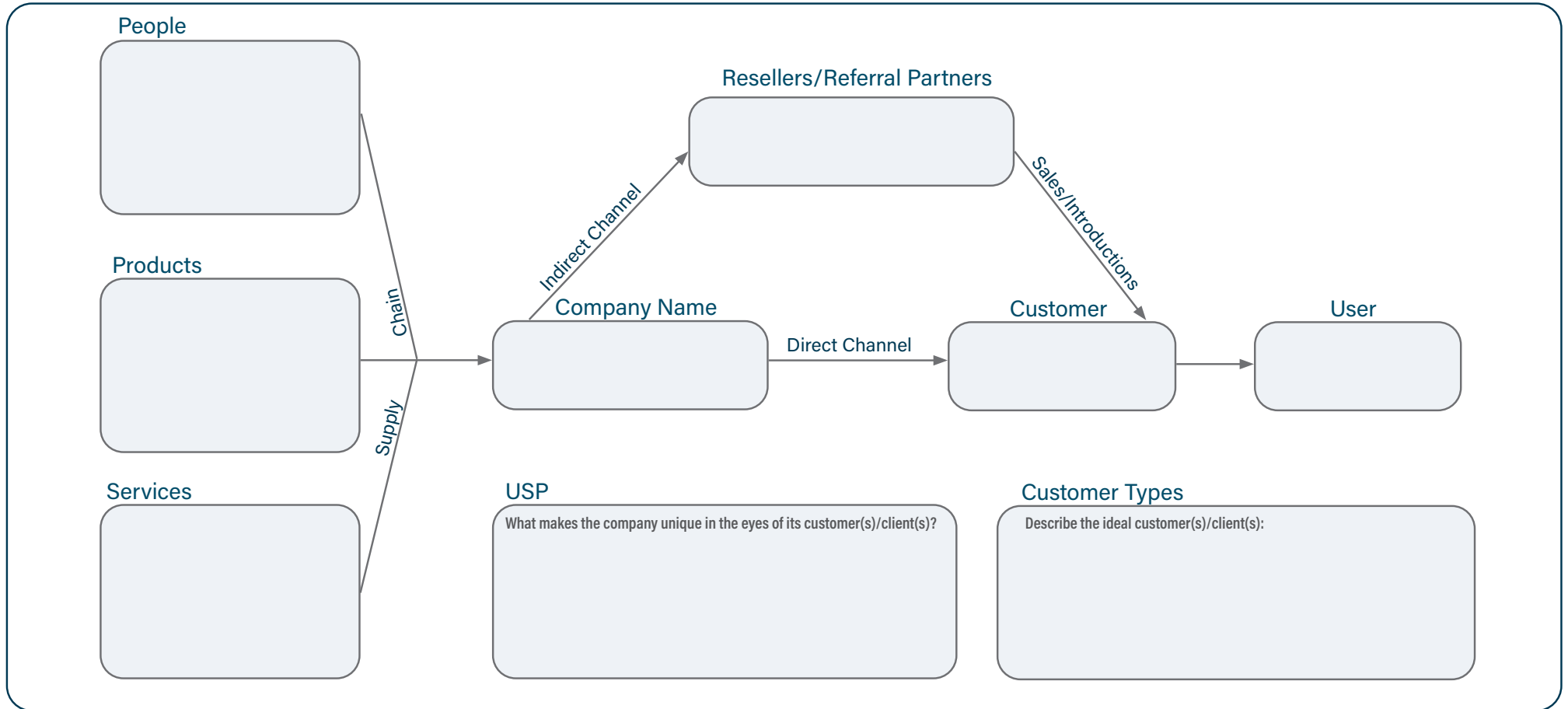### Management Team

Advisors

Bank:
Atty:
CPA:
Wealth:

Exit Plan

Completed?
- ☐ Yes
- ☐ No

People

Products

Services

Chain

Supply

Indirect Channel

Resellers/Referral Partners

Company Name

Direct Channel

Sales/Introductions

Customer

User

USP
What makes the company unique in the eyes of its customer(s)/client(s)?

Customer Types
Describe the ideal customer(s)/client(s):

Key Metrics

Revenue:

EBITDA:

Employees:

Business Valuation:

CAC vs. LTV:

Other:

Company-Specific Discussion Topics

Priority for Improvement