



# Valuation Services



## A trusted, experienced partner to value your business

Understanding the value of your funeral home or cemetery is pivotal for effective operations and succession planning. Whether you are considering a business purchase or sale, the value of your business plays a central role in the transaction.

Valuations require a combination of experience and expertise. The team responsible for your business valuation should possess a deep understanding of the funeral and cemetery profession and the current market dynamics. Identical businesses in different locations may yield very different valuation results.

With over 35 years of experience, Foresight has conducted more than 3,000 funeral home valuations and over 1,000 cemetery valuations. In addition to standard business transactions, we provide appraisal services for buy-sell agreements and businesses transitioning to family members or key employees.

A business valuation is a cornerstone for shaping your strategic operating plan. At Foresight, we recommend reviewing your business value on an annual basis to keep you well informed about the health and worth of your enterprise. This enables you to make sound decisions and plan for the future effectively.

## Our Values

### Compassion

*We do everything with intention*

- Recognize our clients' unique needs and offer personalized solutions
- Listen to our clients and understand their needs
- Our commitment is to client satisfaction

### Integrity

*We adhere to the highest professional standards*

- We always do the right thing
- Treat clients with respect and dignity
- Protecting client confidentiality

### Accountability

*We do our best*

- Always apply best practices
- Ownership of our actions
- Open and honest communication

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more than 3,000  
funeral home  
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# The Foresight Valuation Process demonstrates the following:



## Asset Value

The market value of the physical assets owned by the business net of any debt owed. This value is combined with the value of the intangible assets of the business ("Goodwill Value") and its Real Estate if applicable.



## Goodwill Value

The intangible value of the business based on the certainty of future cash flows. This is determined by multiple factors including historical cash flow stability and current and future risk factors.



## Cash Flow

Expected cash flow is based on historical performance, business and market trends, and upcoming opportunities or adversity faced by the business.



## Ability to Finance

Using the expected cash flows of the business, combined with the value of real estate owned by the business, financing feasibility and optimal loan structure can be determined for a sale, acquisition, or partner-buyout scenario.

We want to see our clients be successful in their business.

"The journey of allowing your funeral home to be acquired is a delicate one.

You need to make sure that you partner with someone who has your best interests at the forefront and will honor your legacy. The Foresight team did just that. When looking at our choices for advisors and consultants, choosing Foresight was the best decision we could have made for our family and our business."

**- Scott & Deborah Lindley**  
**Lindley Funeral Home**



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