

# Diamonds for accountants & financial advisers

Grant Bloxham, CEO of Bstar, is a recognised thought leader in the accounting industry

Sourcing accurate Small Business, SME & ME market value benchmarks used to be like mining for diamonds. They were very hard to find.

Yet, this data is essential when providing advice to business owners on the following:

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**Business Valuations**

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**Advisory & Sounding Board Solutions**

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**Financial Services**

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**Asset Protection & Estate Planning**

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In this article, we discuss what is market value, 3 market value benefits & a **breakthrough** that will enhance the relationships between accountants, financial advisers & their clients.



## What is market value?

“Market value is the estimated amount for which an asset or liability should exchange on the valuation date between a willing buyer and a willing seller in an arm’s length transaction, after proper marketing and where the parties had each acted knowledgeably, prudently and without compulsion.” \*

## A breakthrough...

Over the last 23 years, Bstar has built the most accurate industry valuation benchmarks database including profit KPIs & valuation multiples/cap rates.

This **data is exclusive** to AUS & NZ businesses operating in the Small Business, SME & ME sectors.

Bstar with the support of Westpac, is launching new automated data mining capabilities that enables you to include this valuable information in your client reports.

## Invitation

We invite you to attend the launch of the market value benchmarks reporting.

To learn more, register your interest by contacting [Bstar](#) or [Westpac](#)

## 3 market value benefits

1. **Validate** your key valuation assumptions & outcomes.
2. **Reduce** risks associated with restructuring services.
3. **Become** the focal point to help clients achieve financial independence.



**8,000+ AUS & NZ**  
Small Business, SME & ME  
market value multiples



\*International Valuation Standards Glossary.