

AGENCY VALUATION & PERPETUATION CONSULTING AGENCY FOCUS, LLC WITH CAREY WALLACE

For many agency owners, their agency represents their life's work, and as a result, it's most likely their largest single asset. To best protect you, your staff, your clients and your agency's future, it's important to have a thoughtful plan for your agency's future, and that starts with knowing the value of your agency. When you go through the fair market valuation process you can expect to gain insights that will help you plan for your agency's future and identify opportunities to grow your agency.

Your agency's value is much more than a number. When you go through the process of understand the Fair Market Value of your agency, you'll get an understanding of:



Carey Wallace with [Agency Focus](#) will show you the value of your agency as a multiple of EBITDA (Earnings Before Interest Taxes Depreciation and Amortization), not a multiple of revenue. You'll see why this holistic approach is important and how you can leverage this knowledge to plan for your agency and grow and compete in the changing insurance marketplace.

MIAA members receive a FREE 30 minute consultation with Carey to review your agency needs and provide advice and resources focused on business planning, agency operations and compensation strategy.

Customized consulting is also available, and includes:

- Agency Operations
- Compensation Strategy
- Transition Planning - Clients and Future Owners
- Agency Goal and Budgeting
- Cashflow and Risk Analysis
- Carrier Strategy

[SCHEDULE YOUR FREE CONSULTING SESSION WITH CAREY NOW](#)

Carey Wallace

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MIAA's Agency Valuation & Perpetuation Consultant

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