

**TOP 10 LIST**  
**ENHANCING BUSINESS VALUE**

1. Maximize cash flow and EBIT
2. Develop a strong market position
3. Achieve positive differentiation (technology, service, etc.)
4. Increase depth of management
5. Regularly edit formal business and succession plans
6. Reduce concentration in sales and supply
7. Avoid disparate historical performance trends
8. Maximize predictability of future performance
9. Develop sources of liquid capital
10. Maintain reliable books and records