

# **Is a Royalty-Based Financing Best For You? ©**

**Arthur Lipper**

**Yes, if you believe the value of your business will significantly increase, provided the assumptions regarding future revenues are valid.**

**Yes, if you have determined the correct amount of funds necessary to implement the plans required to achieve the projected revenues.**

**Yes, if you have correctly determined how the funds raised will be employed in achieving the projected revenues.**

**Yes, if you wish to be able to solely determine the compensation of yourself and all others involved in the business.**

**Yes, if you wish to make the decisions regarding future actions of the company without shareholder approval.**

**Yes, if you wish to be the sole determinator of the terms of any merger, acquisition or sale of the company.**

**Yes, if you wish to take advantage of all legal and appropriate means of reducing the amount necessary to be reported as profit to tax authorities.**

**Yes, if you wish to use the funds which may be available due to the reporting of less than optimum profitability.**

**Yes, if you wish to enjoy the benefits of proprietorship (ownership control) and do not choose to become a fiduciary responsible for other people's money.**

**Yes, if you wish to be the sole decision maker regarding the pace of your projects and overall development of the company.**

**No, if you enjoy and believe you will benefit from being responsible for the investment of others.**

**Yes, if you do not wish to be subject to the requirements of investors to enhance the perceived short-term market valuation of your company.**

**Yes, if you wish to focus on the long-term growth and productivity of your company, rather than positioning it for an investor exit through merger, acquisition or public listing.**

**No, if you wish to be subject to a range of investor protection regulations and information providing requirements.**

**No, if you believe you will benefit from the advice and supervision of a Board of Directors, rather than company-retained advisors.**

**Arthur Lipper, Chairman  
British Far East Holdings Ltd.**

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