

### WELCOME

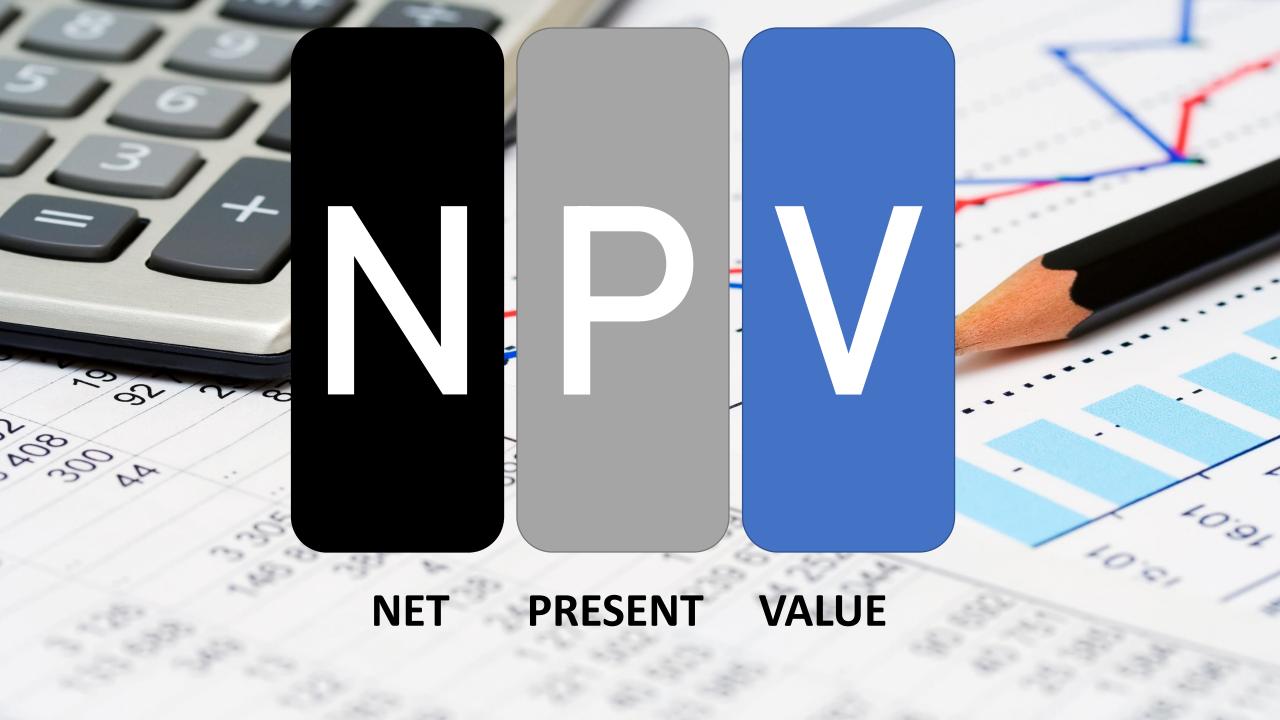
#### DAY 35/100 DIGITAL MASTERY CHALLENGE

DATE: August 16, 2020, SUNDAY

**TIME: 07:00 PM (AST)** 

**LIVE FROM DOHA, QATAR** 



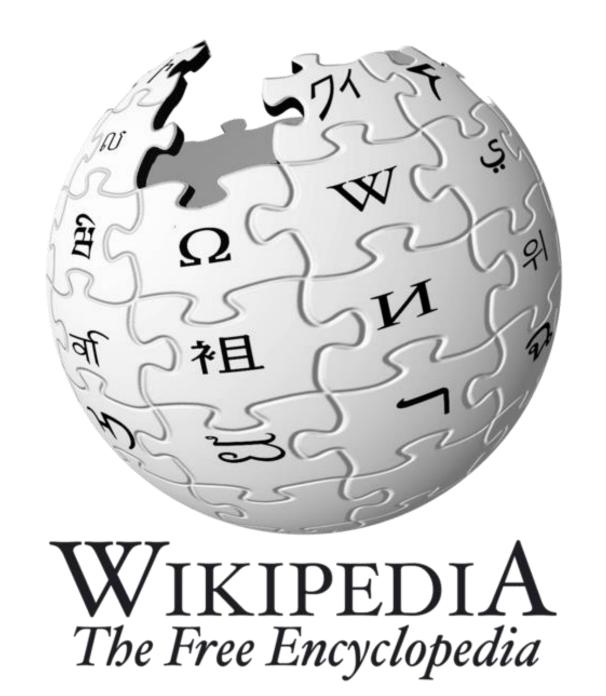




Net present value can be tricky to learn, but it's really very simple



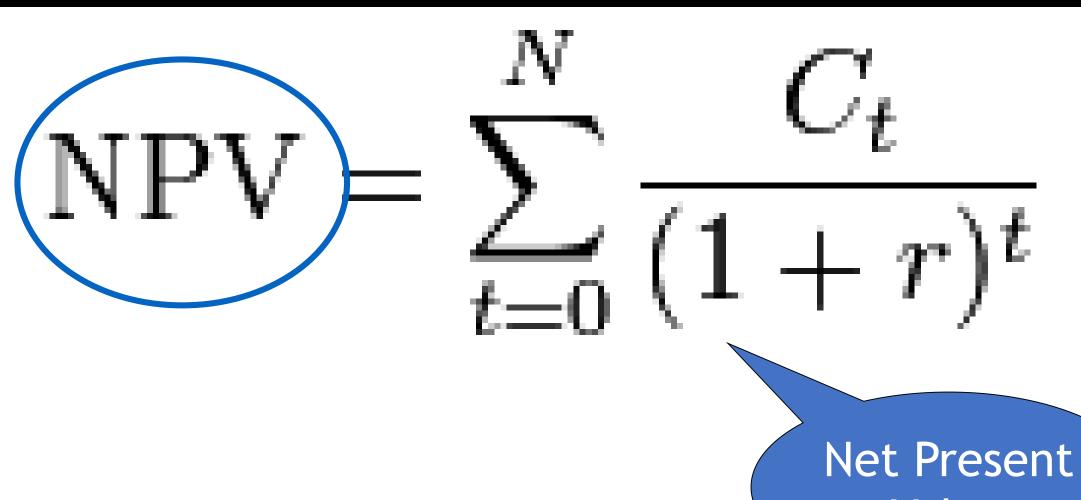
### WHAT IS Net Present Value?



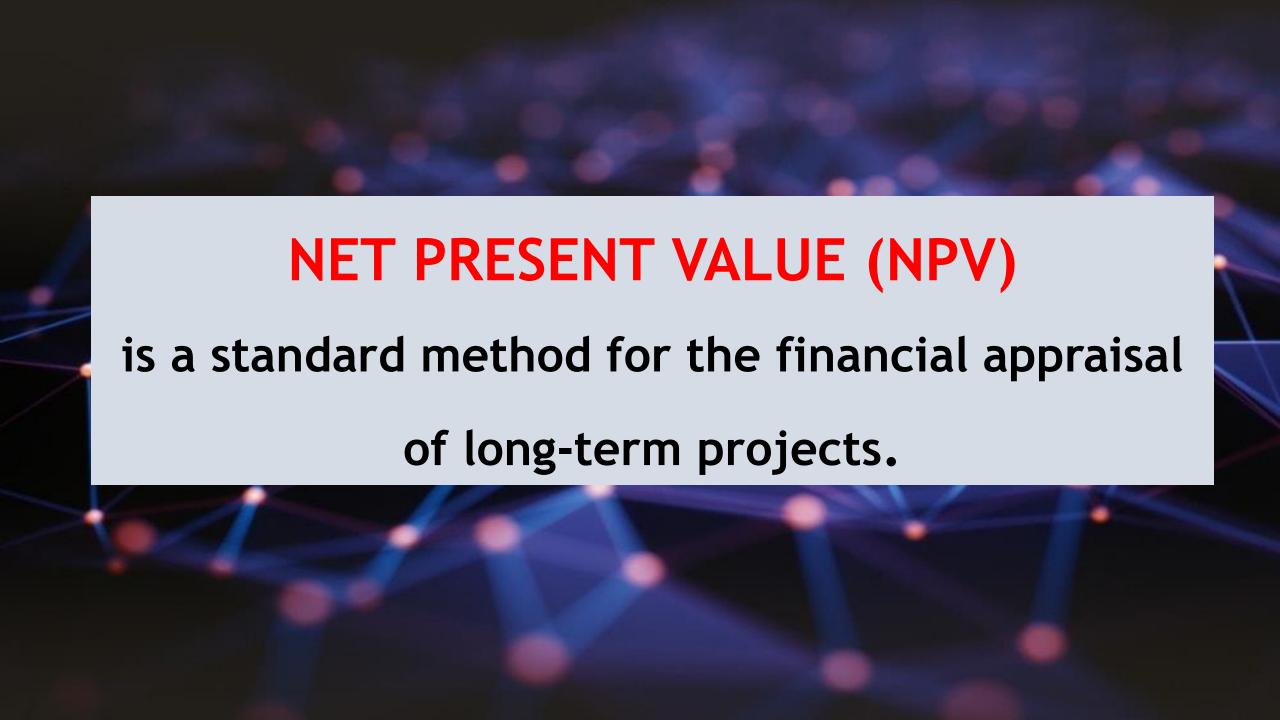
#### WHAT IS NET PRESENT VALUE?

$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

#### WHAT IS NET PRESENT VALUE?



Value



## PRESENT VALUE OF NET CASH FLOWS

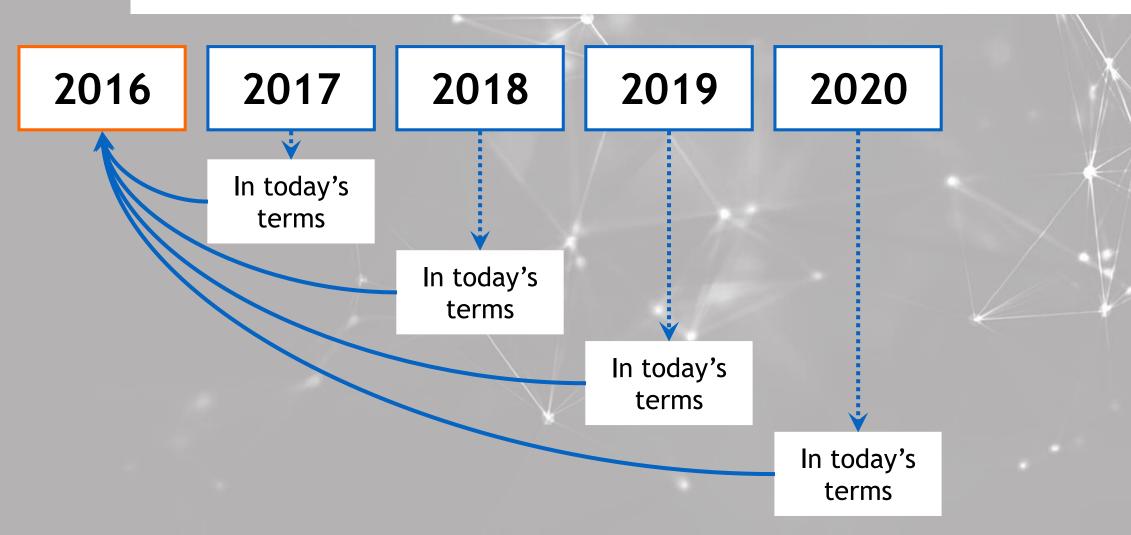


#### WHAT IS IT?

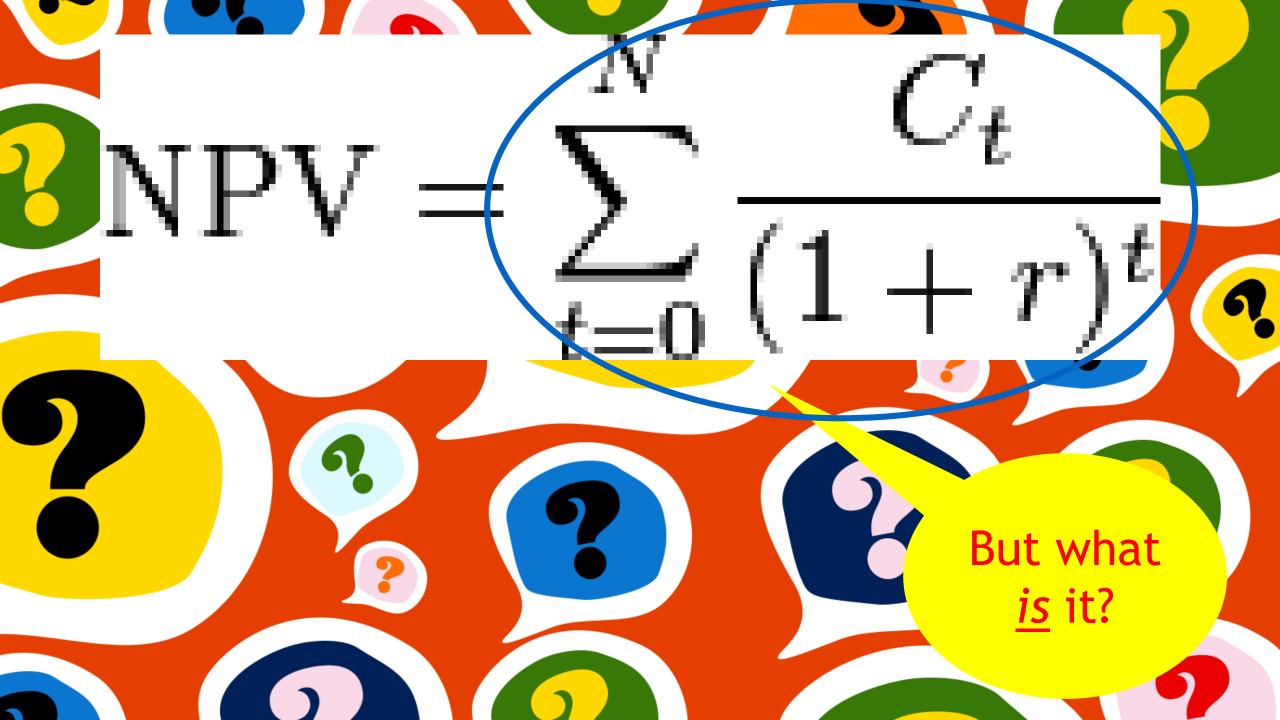
## Cash flow is discounted back to its Present Value (PV).

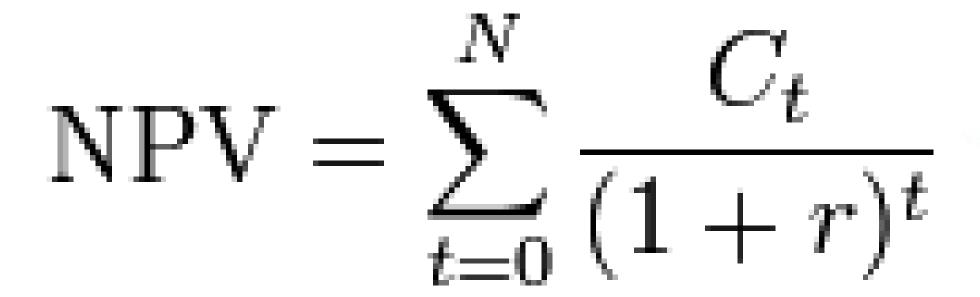
Net Present Value

#### Revenues - Costs = ?





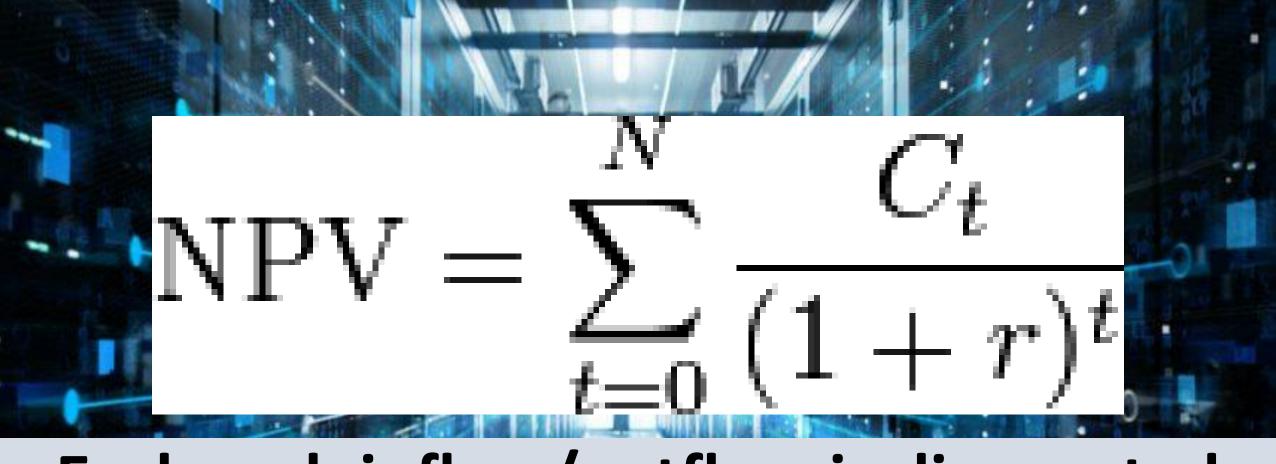




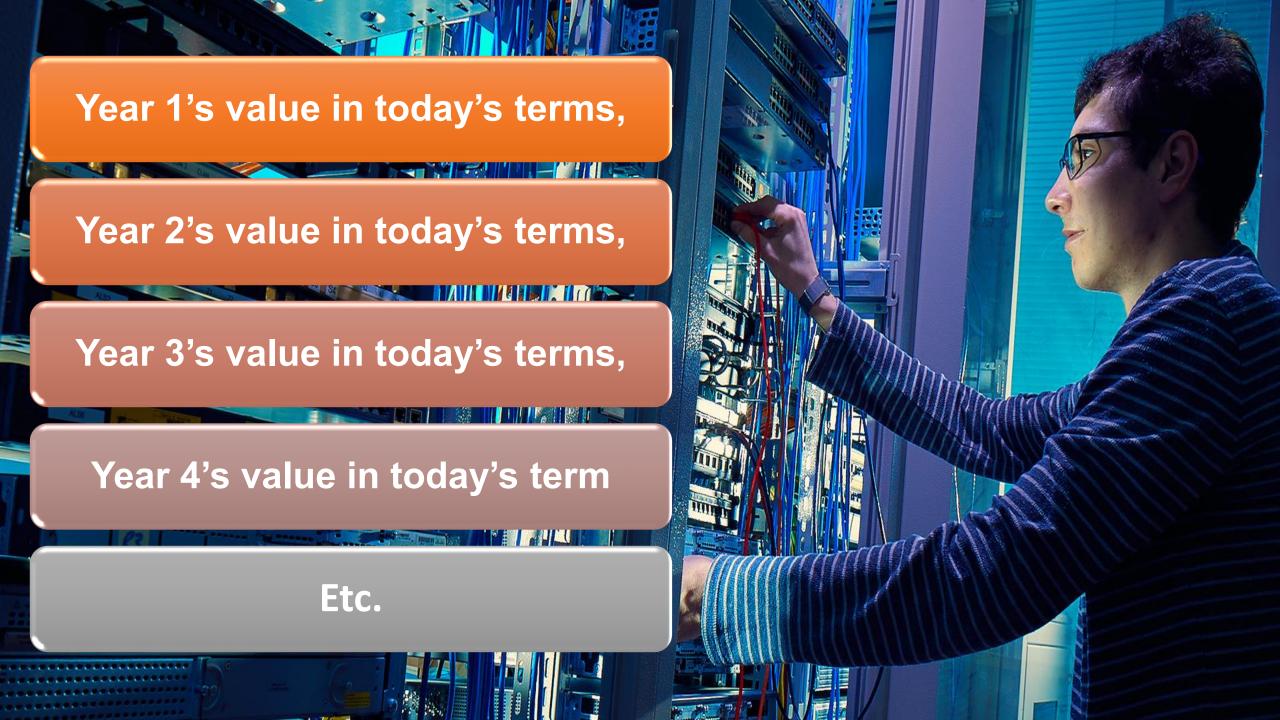
1. Then they are summed.

2. Each cash inflow/outflow is discounted back to its present value (PV).





Each cash inflow/outflow is discounted back to its present value (PV).

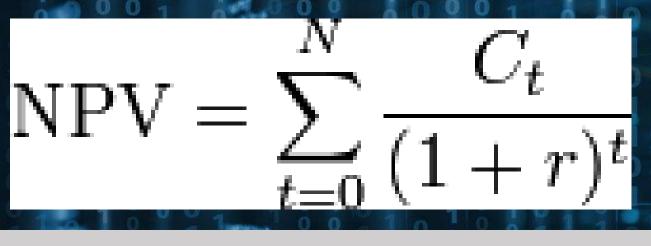




$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

Year 1 + Year 2 + Year 3 + Year 4 + Etc

= Sum



BUT WHAT IS THE FORMULA ALL ABOUT?

MY SEESAGE TEXT . BY

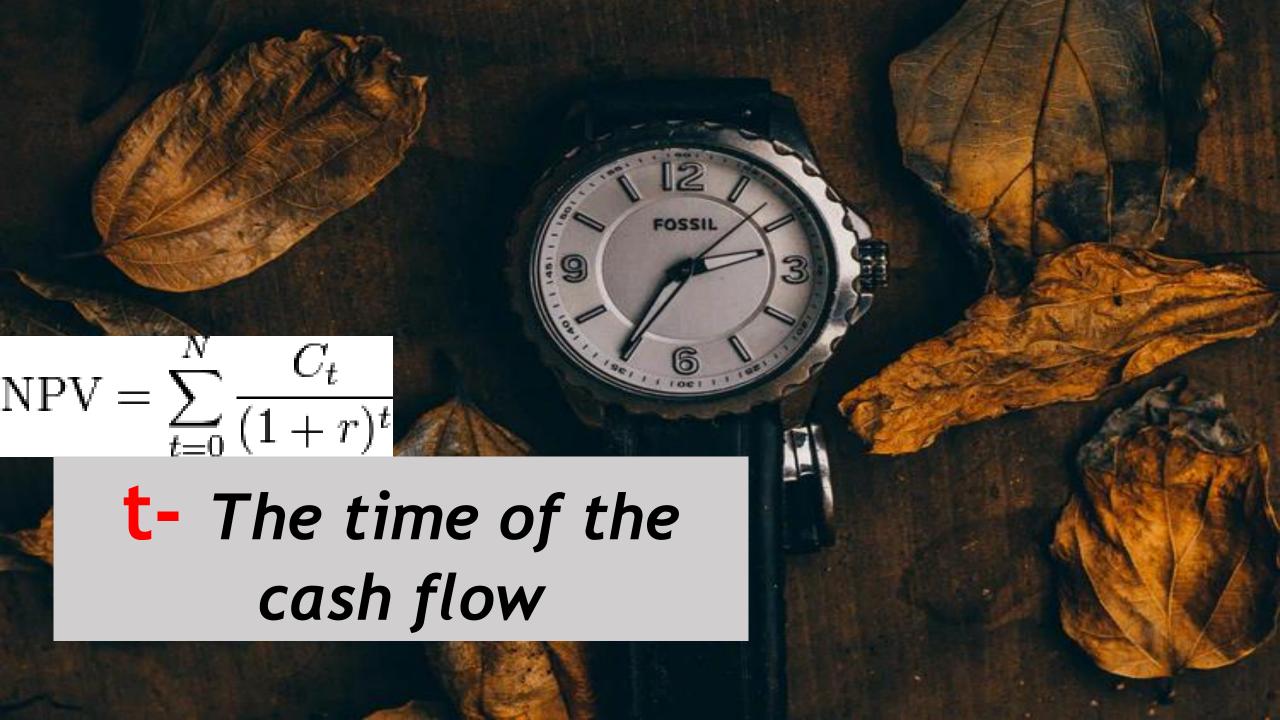
t - The time of the cash flow

N - The total time of the project

r - The discount rate (the rate of return that could be earned on an investment in the financial markets with similar risk.)

Ct - The net cash flow (the amount of cash) at time t

(for educational purposes, C0 is commonly placed to the left of the sum to emphasize its role as the initial investment.)

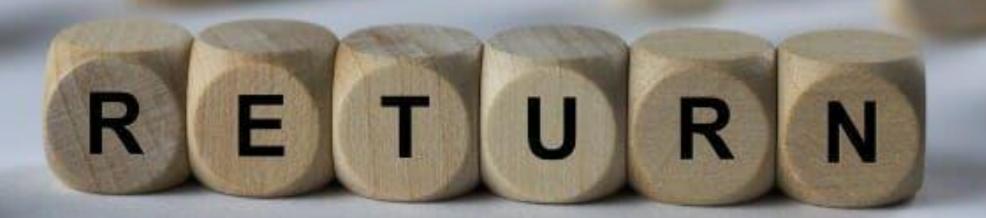




#### N-The total time of the project

$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

r- the discount rate (the rate of return that could be earned on an investment in the financial markets with similar risk.)



$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

#### CASHELOW

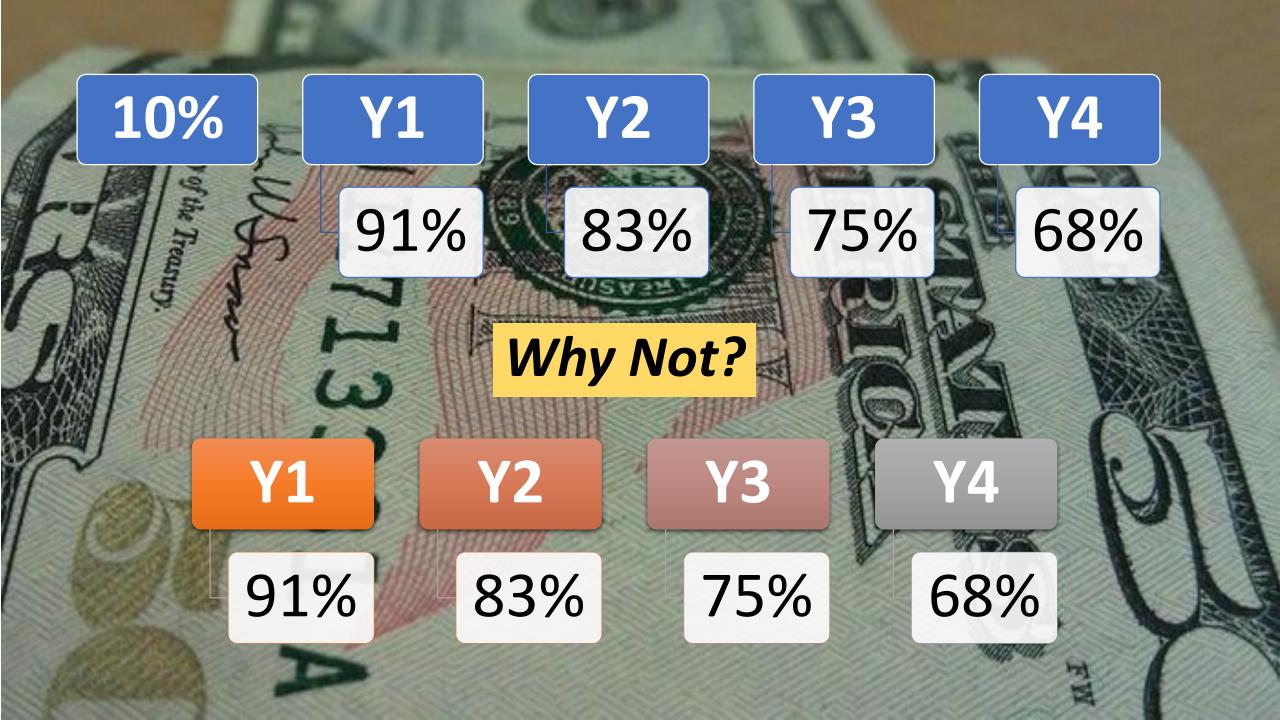
## Ct- the net cash flow (the amount of cash) at time t

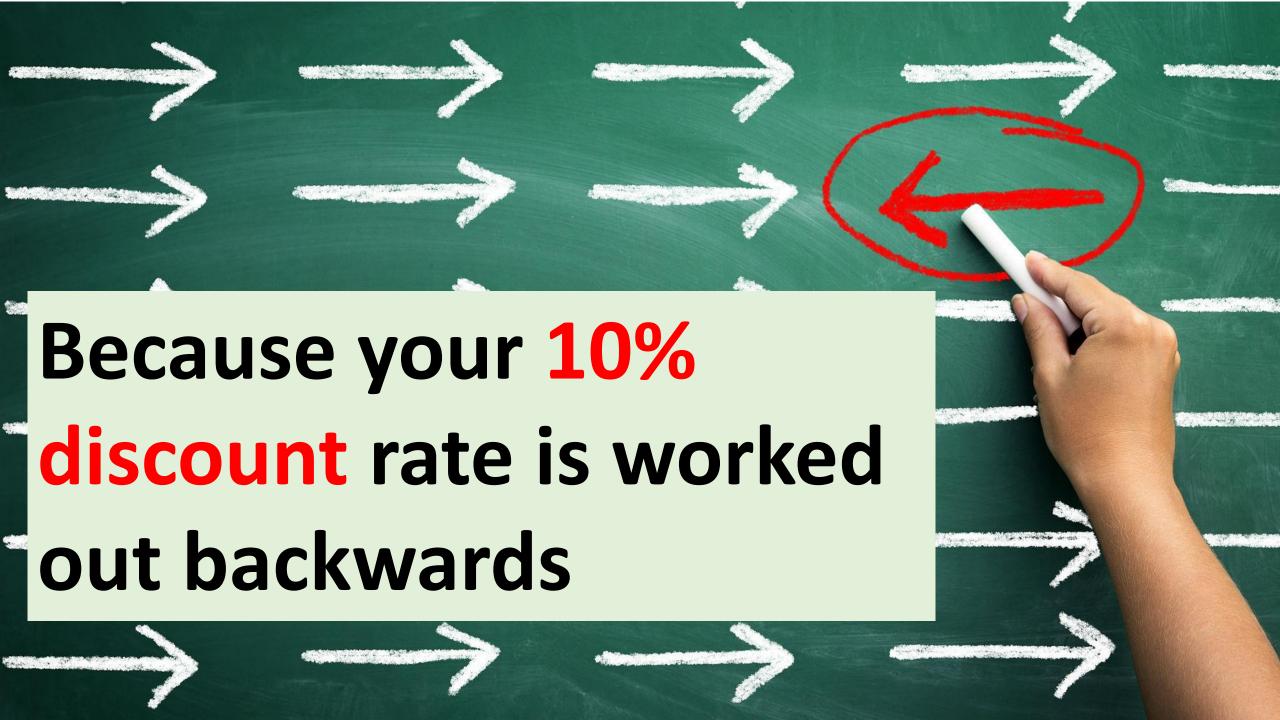
(for educational purposes, CO is commonly placed to the left of the sum to emphasize its role as the initial investment.)



#### THE VALUE OF MONEY OVER TIME

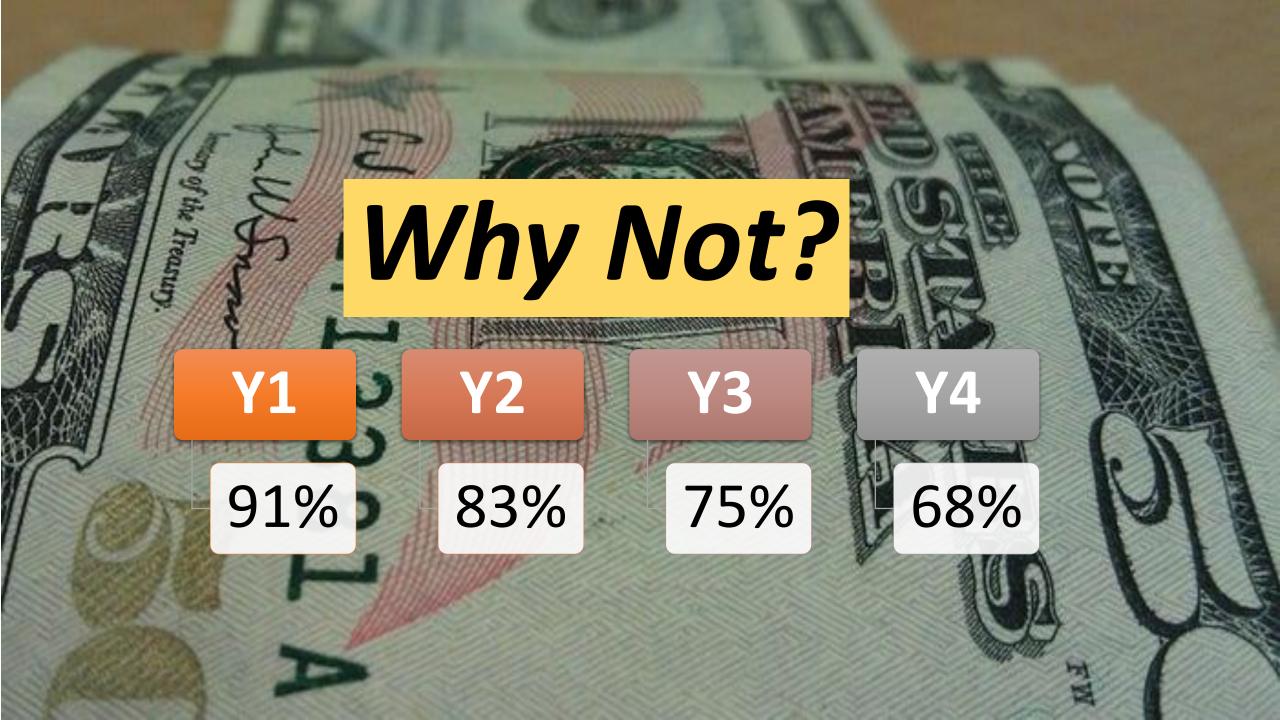






# Last year was 10% greater than this year...



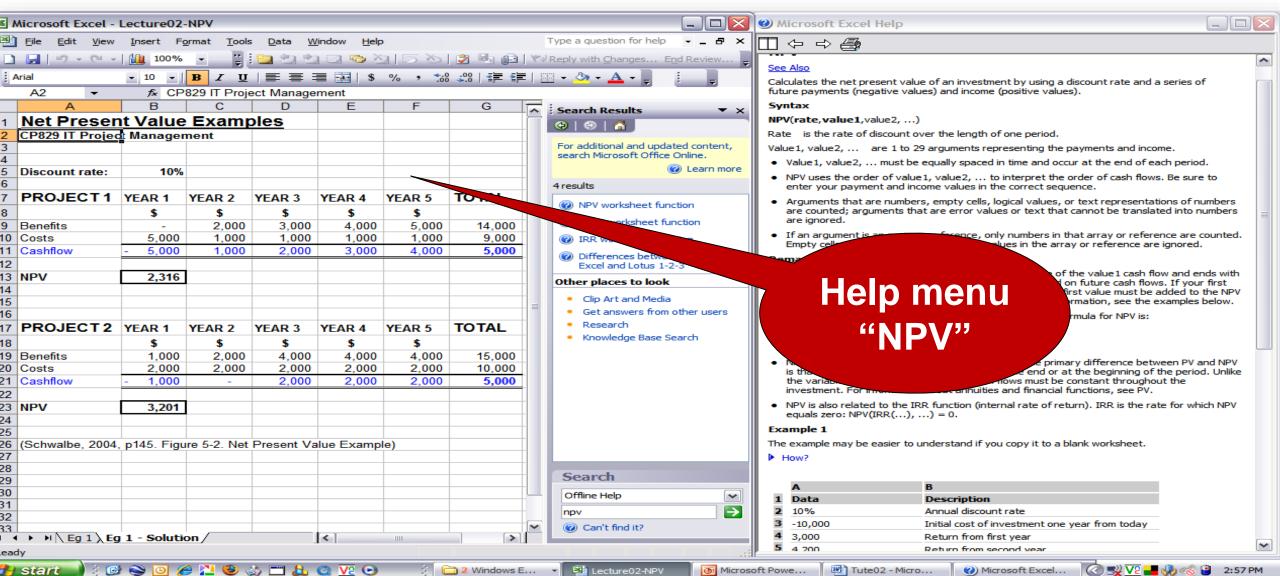




### EXCEL CAN HELP



#### NPV IN EXCEL

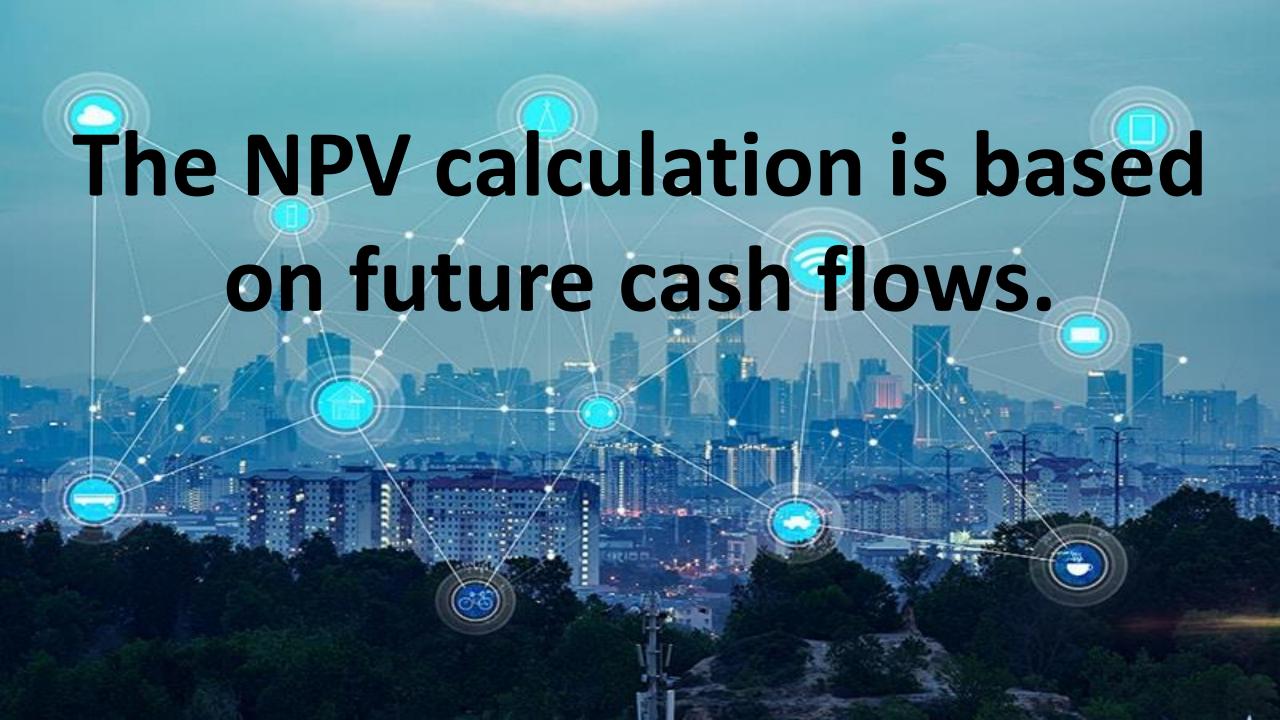


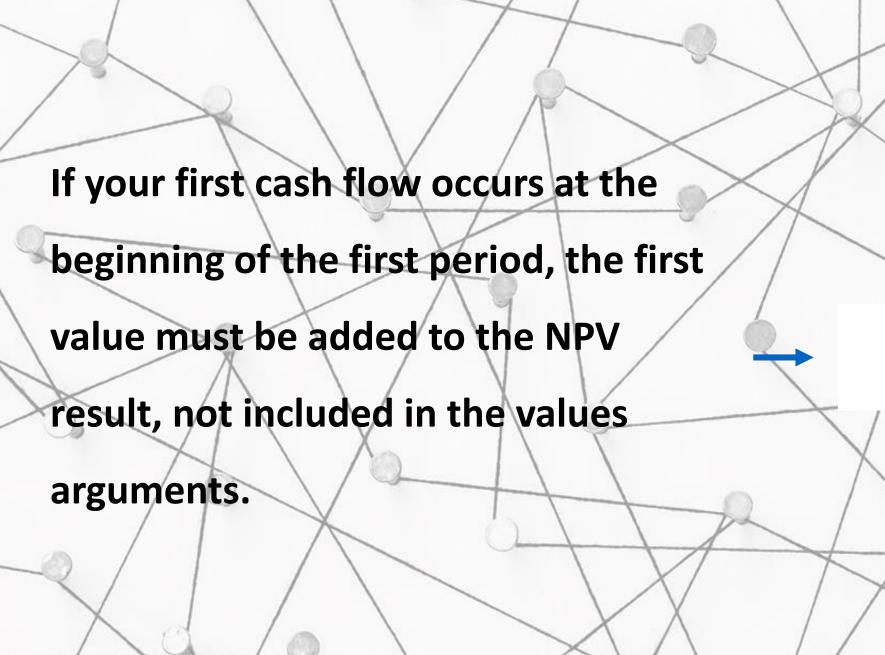


#### The NPV investment begins one period before the date of the value1 cash flow

$$NPV = \sum_{j=1}^{n} \frac{values_{j}}{(1 + rate)^{j}}$$

$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$





$$NPV = \sum_{j=1}^{n} \frac{values_{j}}{(1 + rate)^{j}}$$

### The calculations in excel are



DIFFERENT

# NPV IN EXCEL

$$NPV = \sum_{i=1}^{n} \frac{values_{i}}{(1 + rate)^{i}}$$

$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

# NPV IN EXCEL

$$NPV = \sum_{j=1}^{\infty} \frac{values_j}{(1 + rate)^j}$$

$$NPV = \sum_{t=0}^{N} \frac{C_t}{(1+r)^t}$$

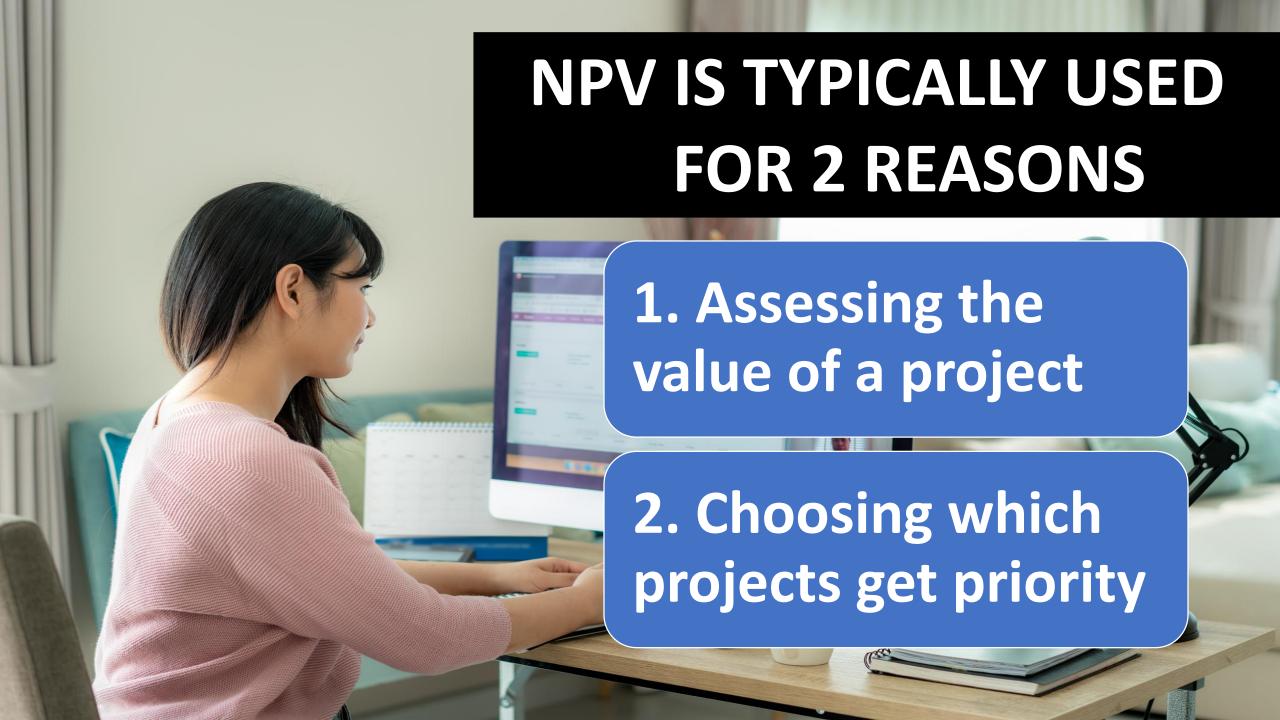
### NPV IN WORKSHEETS

#### **Financial Analysis**

for e-Learning Project 2006						
Discount rate						
YEARS:	1	2	3	4	Total	
Costs						
Discount factor	0.91	0.83	0.75	0.68		
Discounted costs						
Benefits						
Discount factor	0.91	0.83	0.75	0.68		
Discounted benefits						
Discounted benefits - costs						NPV
Cumulative benefits - costs						
ROI						
Payback In Year:						



### WHEN IS NPV USED?



### WHEN DO YOU USE IT?

**Project 1** 

**Project 2** 

**Compare & Contrast** 

Which one is best?

**Costs & Benefits** 

Is it worth our investment?



# INVESTMENT?



## WHAT IS THE DISCOUNT RATE? What is IRR?









The amount you need to earn to make it all worthwhile





**NPV < 0** 

The investment's return is less than the discounted cash threshold

< (

NPV = 0

The investment's return meets the discounted cash threshold

= 0

NPV > 0

The investment's return exceeds the discounted cash threshold

> 0

# ANSWERS

- 1. What is NPV good for?
- 2. When does a website owner use NPV?
- 3. What project documents (or artefacts) would you find NPV calculations in?

- 1. Understanding the future value of money in today's terms
- 2. In presenting the costbenefit analysis, or justification for a project
- 3. Business cases, project plans, and project portfolio reports

# ANSWERS

- 4. How does NPV help in decision making?
- 5. When is NPV not so useful?
- 6. What impact does (would) NPV have on your project?

- 4. It helps compare the value of different projects against investment targets
- 5. If a project and it's benefits are only going to run for a short period (e.g. less than a year) or if a project's benefits are non financial
- 6. Reflect on your project's costs and forecast benefits

#### **Financial Analysis**

for e-Learning Project 2006

Discount rate	10%					
YEARS:	1	2	3	4	Total	
Costs						
Discount factor	0.91	0.83	0.75	0.68		
Discounted costs						
					•	
Benefits						
Discount factor	0.91	0.83	0.75	0.68		
Discounted benefits						
Discounted benefits - costs						NPV
Cumulative benefits - costs						
		•				
ROI						
Payback In Year:						

### **ANOTHER EXAMPLE**

Estimated costs; \$1,750,000 in year 1 and \$400,000 each year in years 2, 3 and 4. Estimated benefits; \$0 in year 1, and \$950,000 each year in years 2, 3, and 4. Use a 10 percent discount rate.

#### **Financial Analysis**

for e-Learning Project 2006

Discount rate						
YEARS:	1	2	3	4	Total	
Costs						
Discount factor	0.91	0.83	0.75	0.68		_
Discounted costs						
						_
Benefits						
Discount factor	0.91	0.83	0.75	0.68		_
Discounted benefits						
						-
Discounted benefits - costs						NP'
Cumulative benefits - costs						
		•				
ROI						
Payback In Year:						

#### **ANOTHER EXAMPLE**

Estimated costs; \$2,500,000 in year 1 and \$250,000 each year in years 2, 3 and 4. Estimated benefits; \$0 in year 1, and \$750,000 each year in years 2, 3, and 4. Use a 10 percent discount rate.





·How old is the business? How has gross and net income been trending for the last 1-3 years? The last few months?

 Can a new owner replicate the cost structure? Can they make any savings?

4.

•Are there any anomalies in the financial history of the business? If so, are they explained?

5. ·Can all of the revenue streams be transferred to a new owner? ·How stable is the earning power e.g. are CPMs in this niche on the decline/hard to replace?



1.

•What percentage of traffic comes from search? (i.e. what percentage is potentially at risk from search engine algorithm changes)

2.

•How secure are the search rankings? What is the mix of short and long tail?

3.

•How has traffic between trending for the last year? The last few months?

4.

•Has the site been affected by any Google algorithm changes or manual penalties?

•What is the industry trend (see Google Trends)?

6.

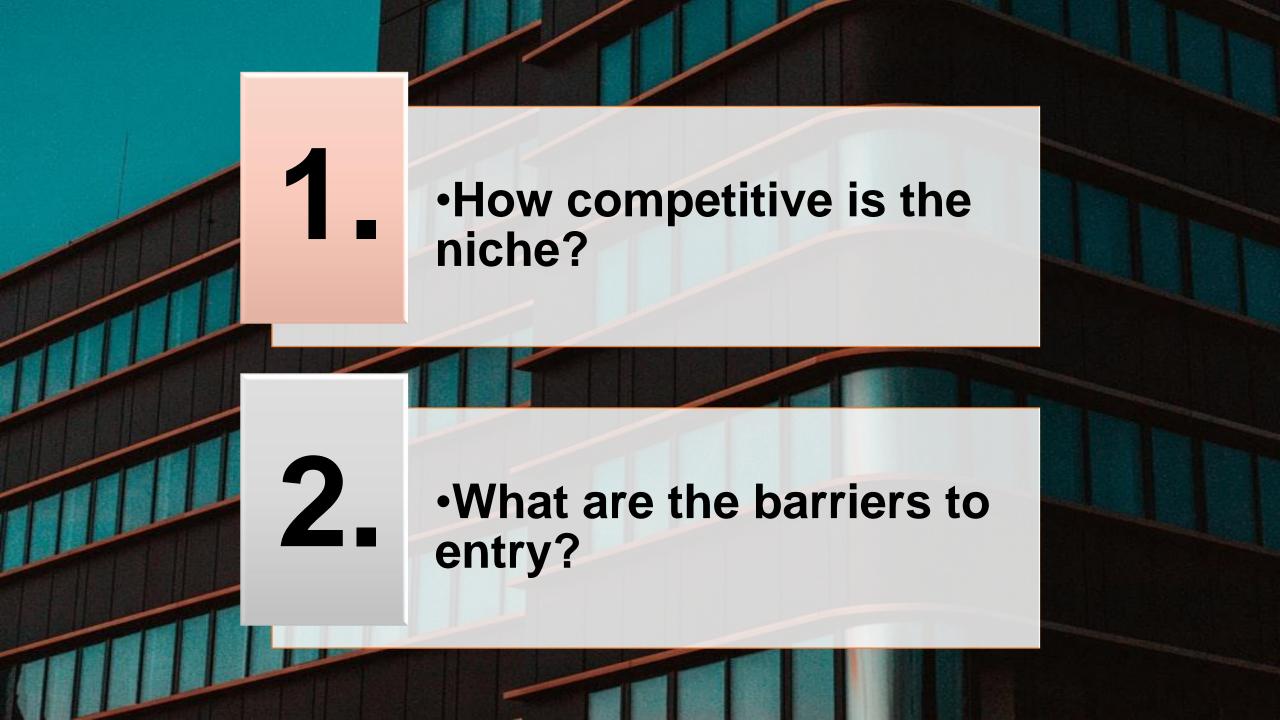
•Where does the referral traffic come from? Is it sustainable?

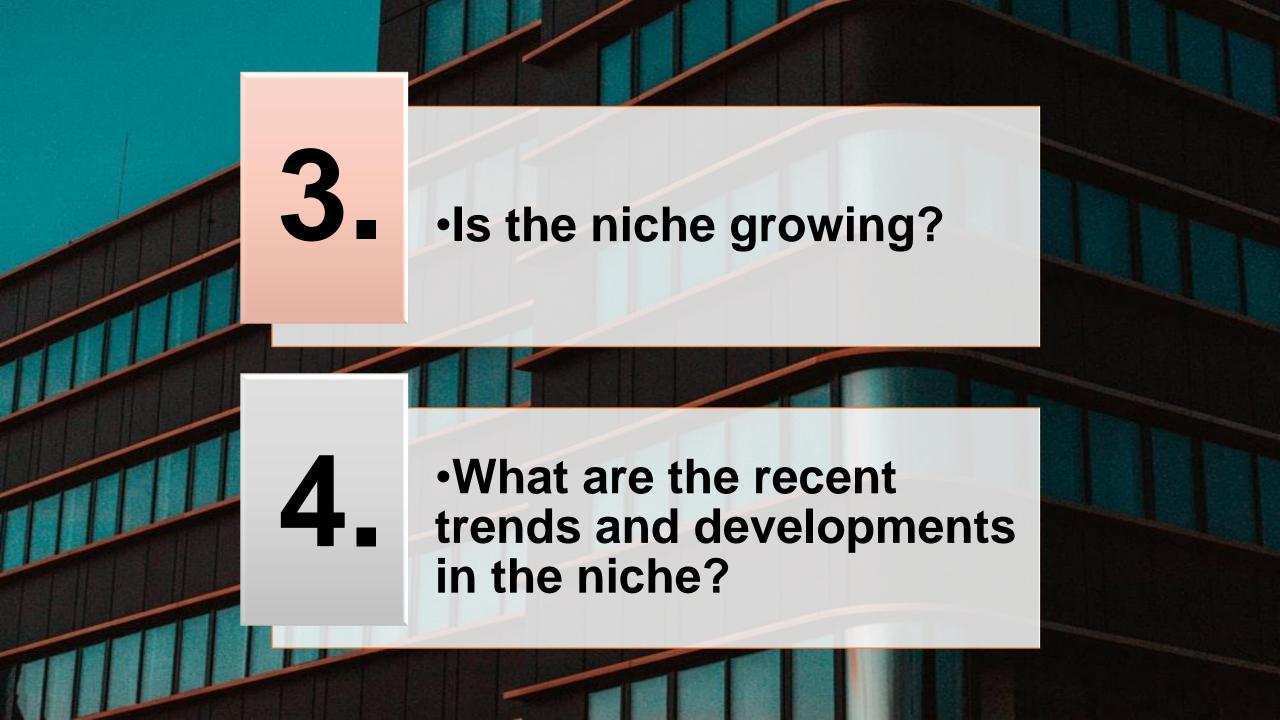


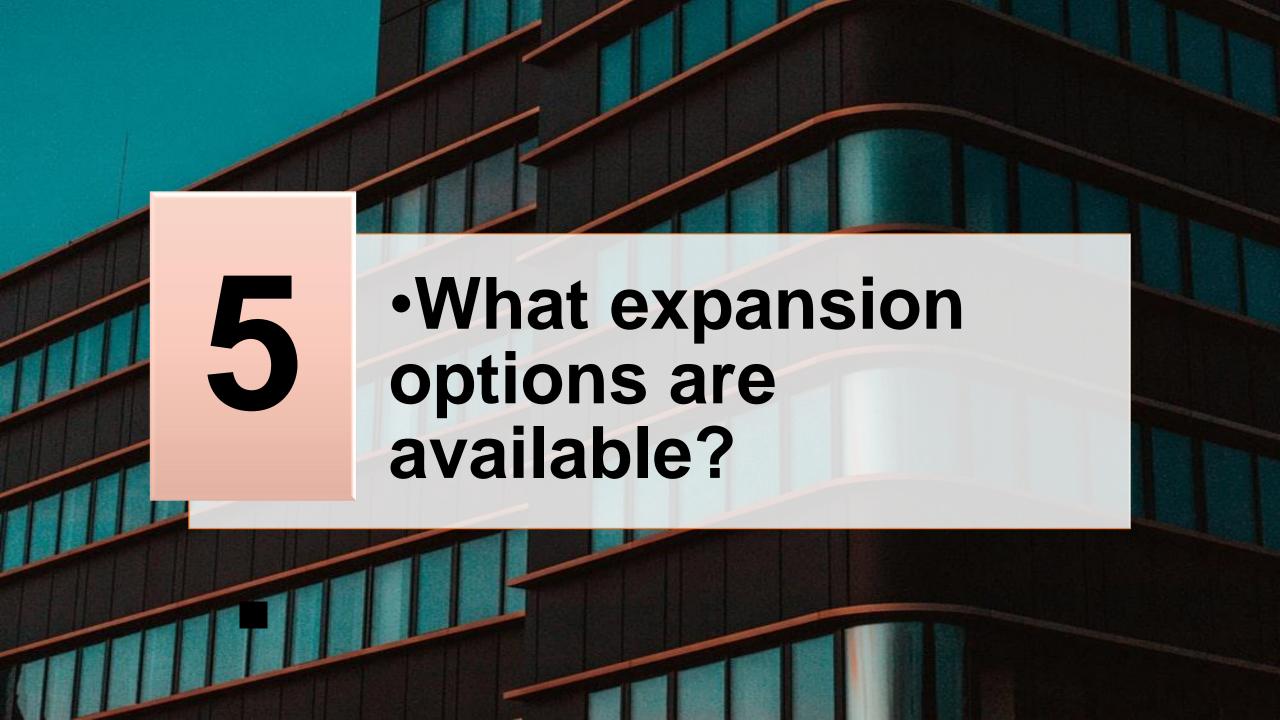
 How much of the owner's time is required to run the business? What are the owner's responsibilities? Are there high technical requirements?

 What technical knowledge is required to run or manage the business? Are there employees/contractors in the business and how are they managed?

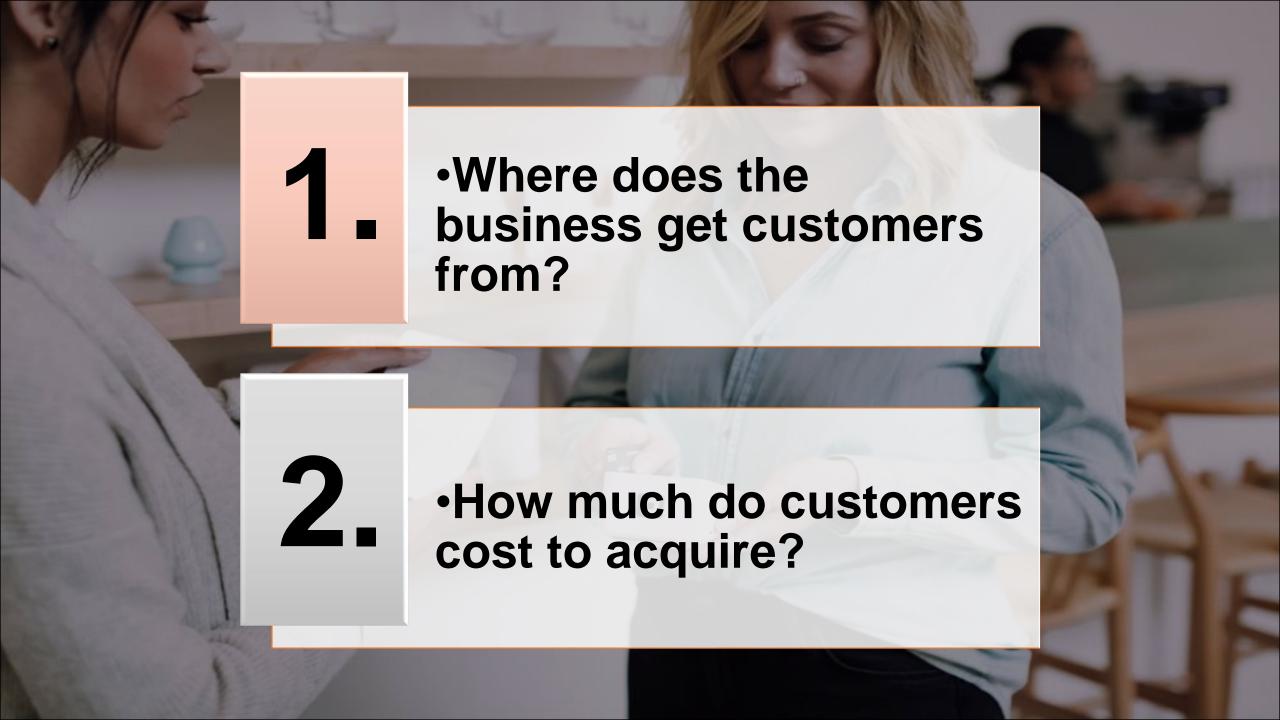


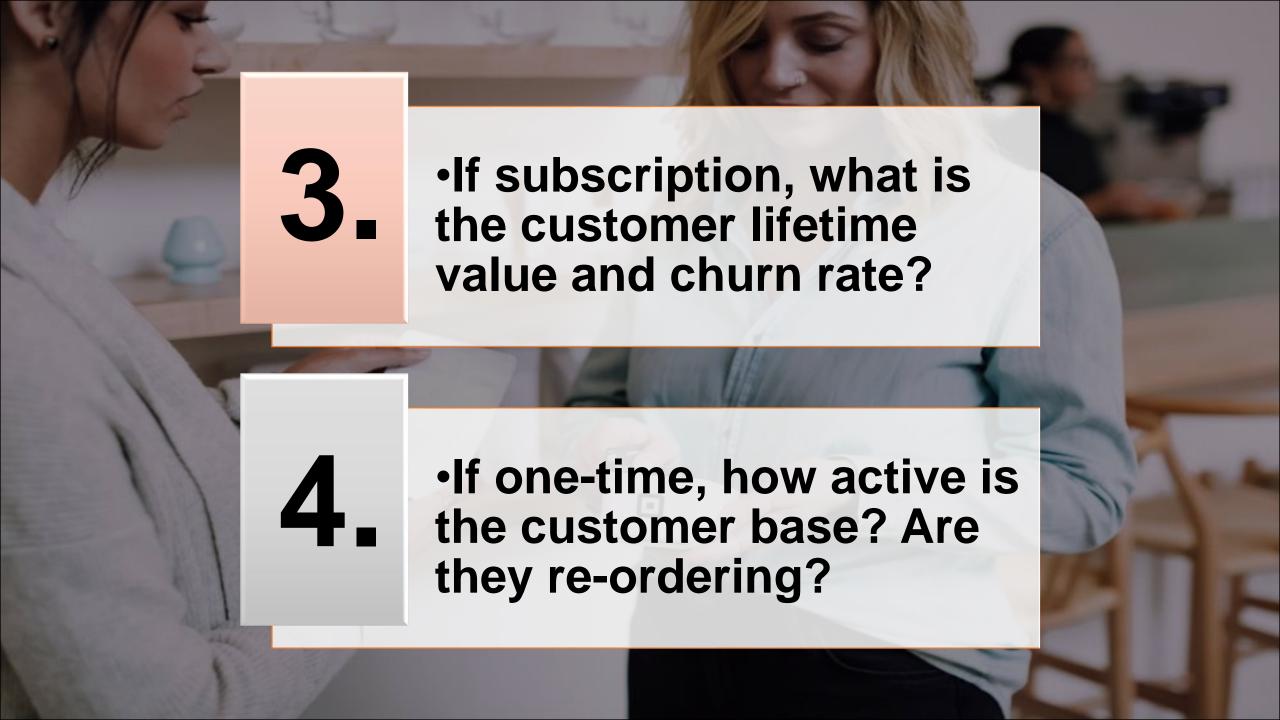


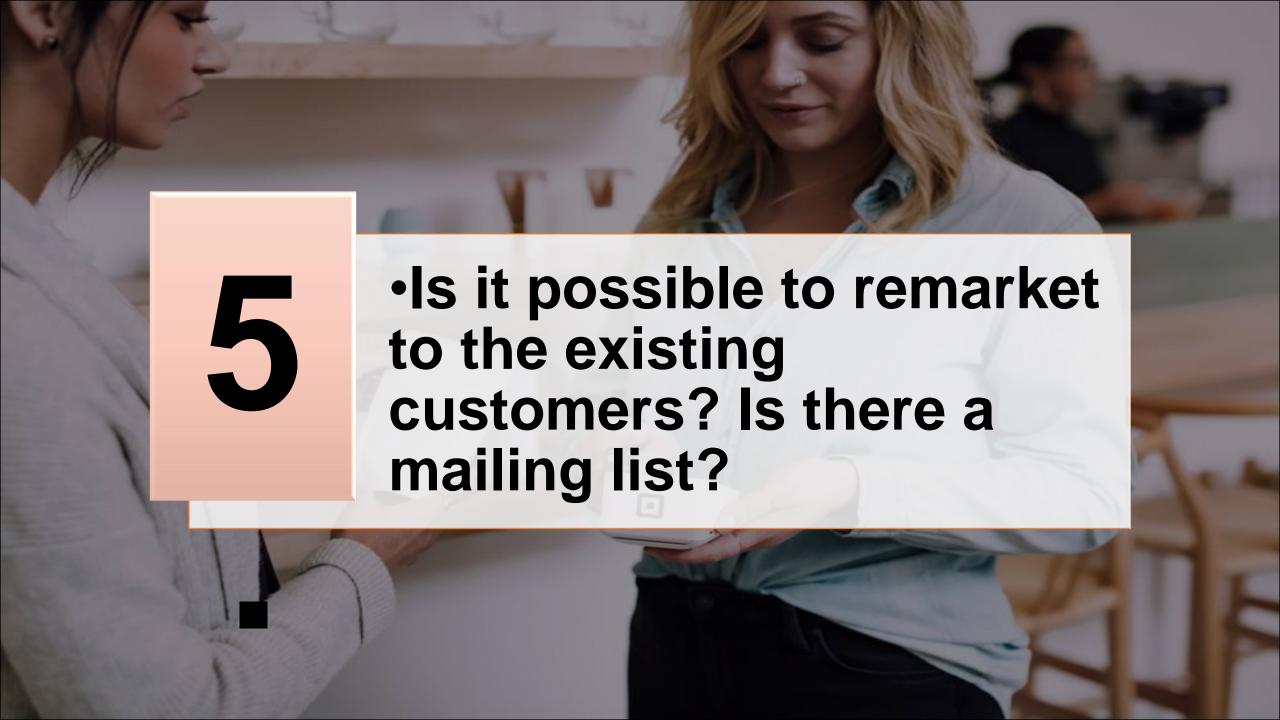














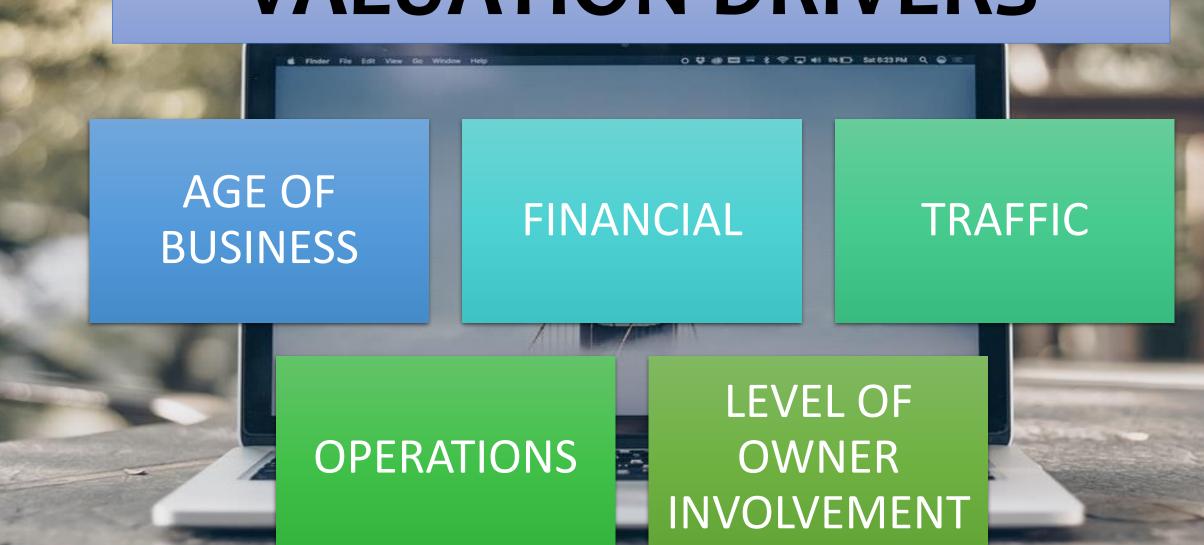
 Are there physical assets or specific regional responsibilities with the business? Are there any licensing requirements in order to run the business?

 Does it infringe in any trademarks? Does the business offer any unique advantages? (e.g. trademark)



### E-COMMERCE WEBSITE VALUATION

### VALUATION DRIVERS



### VALUATION DRIVERS

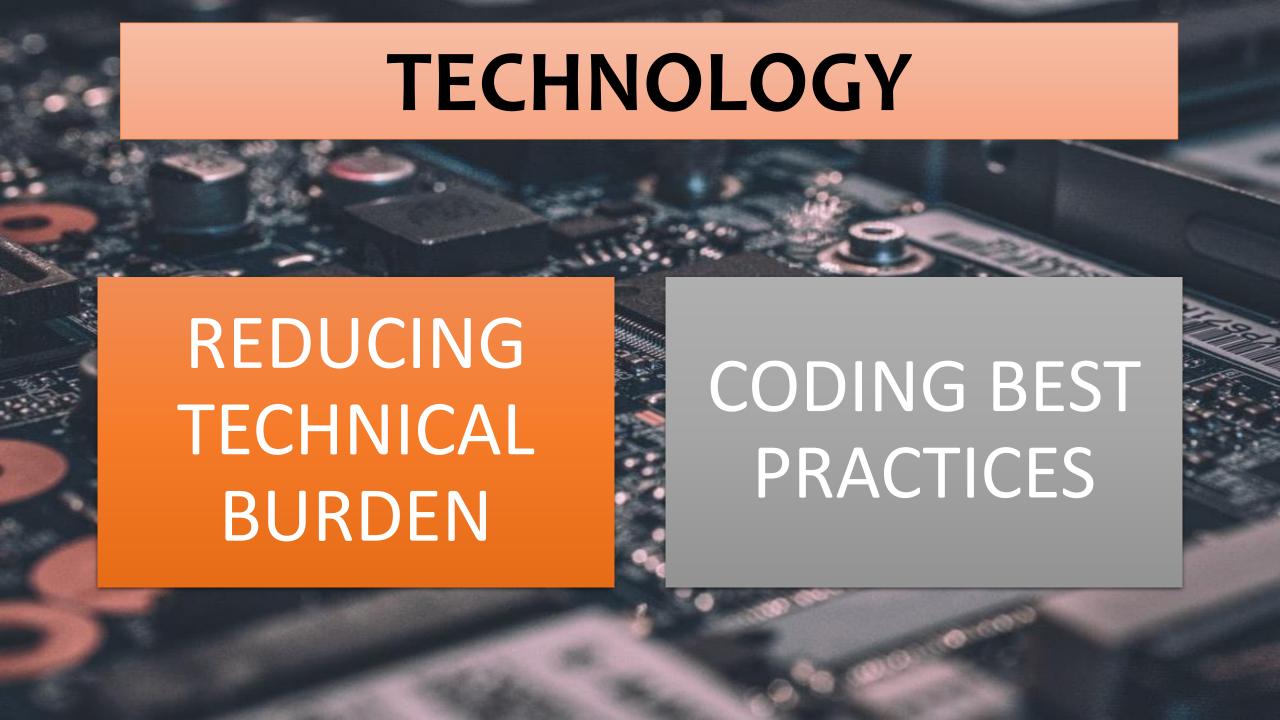


Finder File Edit View Go Window Help

STREAMLINED LOGISTICS AND FULFILMENT

O D A B B B S & D W IND SEEDISM Q O

INVENTORY MANAGEMENT FORMALIZED SUPPLIER RELATIONSHIPS



### LEGAL AND ESCROW

SECURE INTELLECTUAL PROPERTY WORK-FOR-HIRE AGREEMENTS

NON-COMPETE

ASSETS TO TRASFER

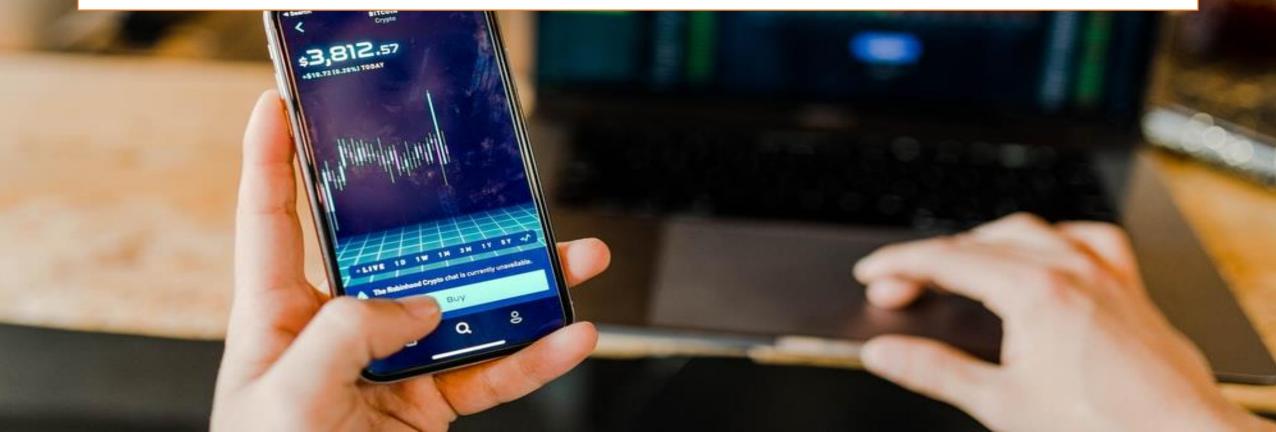
TRANSITION ASSISTANCE

**ESCROW** 



## How to Value an E-Commerce **Business** Determination of Earnings





## SDE METHOD OF VALUATION



# The Seller's Discretionary Earnings Method

### SDE =

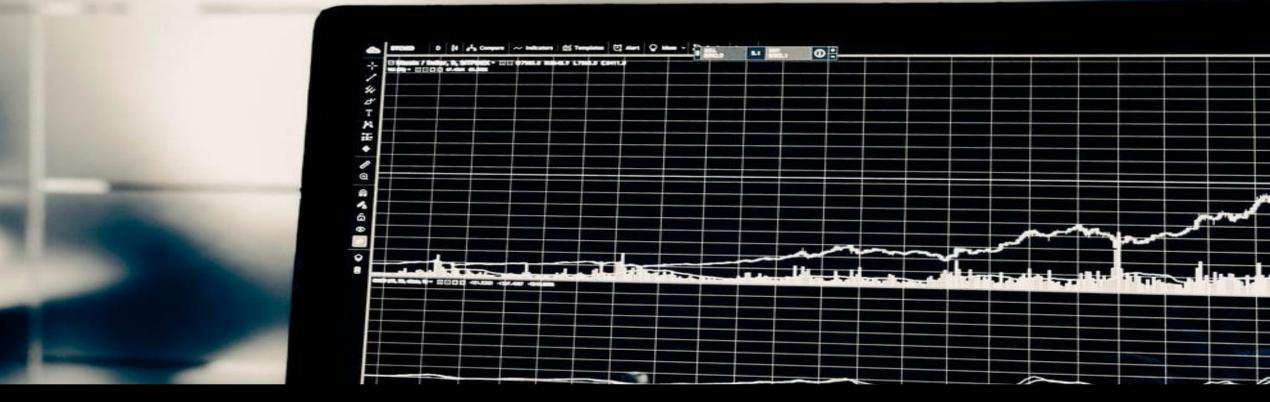
**REVENUE** 

- COSTS OF GOODS SOLD
  - OPERATING EXPENSES
- + OWNER COMPENSATION



## For companies with an estimated value of \$10 million or less

#### EBITDA METHOD OF VALUATION



The Earnings Before Interest, Taxation, Depreciation, and Amortization Method



## For companies with an estimated above \$10 million



For the vast majority of e-commerce businesses, either SDE or EBITDA will prove sufficient for determining earnings.





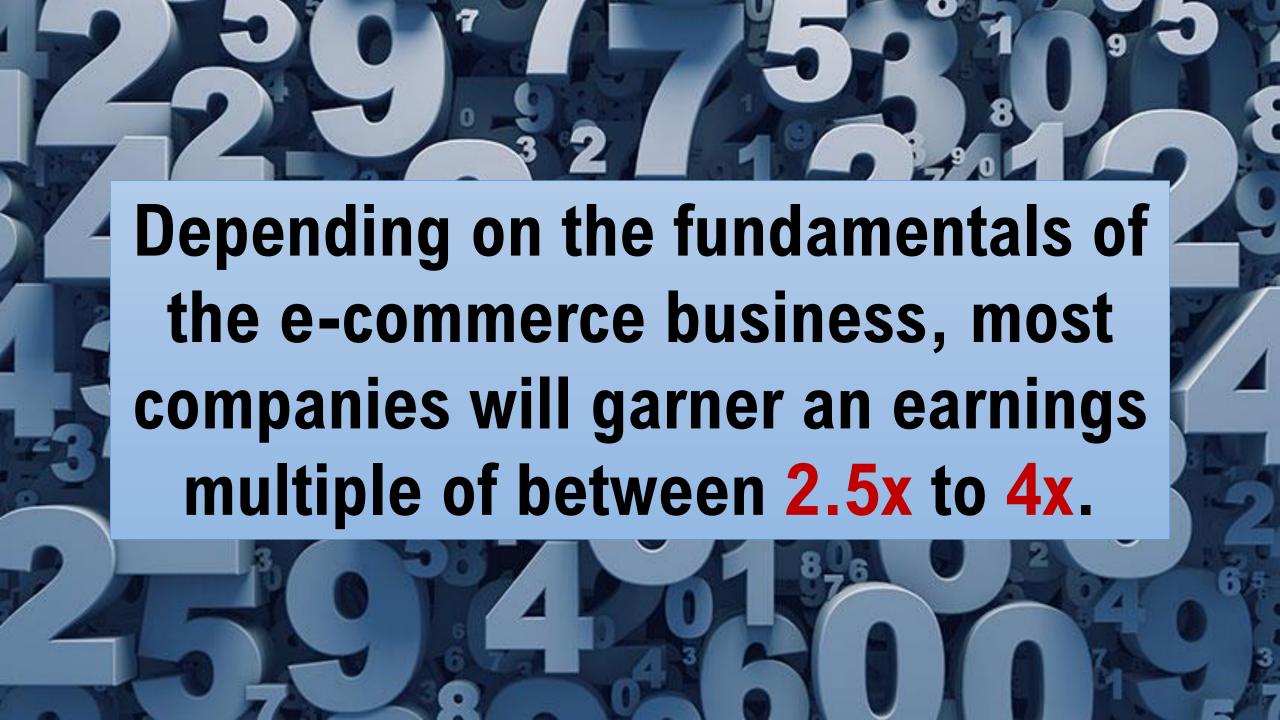
However, for some fast-growing, typically well-capitalized companies that are investing heavily in technology and future growth, neither benchmark will be effective.



#### **VALUATION OF BUSINESS**

3

Earnings x Earnings Multiple







## MOST VALUATION DRIVERS FALL INTO THREE BROAD CATEGORIES:

**TRANSFERABILITY SCALABILITY SUSTAINABILITY** 

#### VALUATION TOOLS FROM:

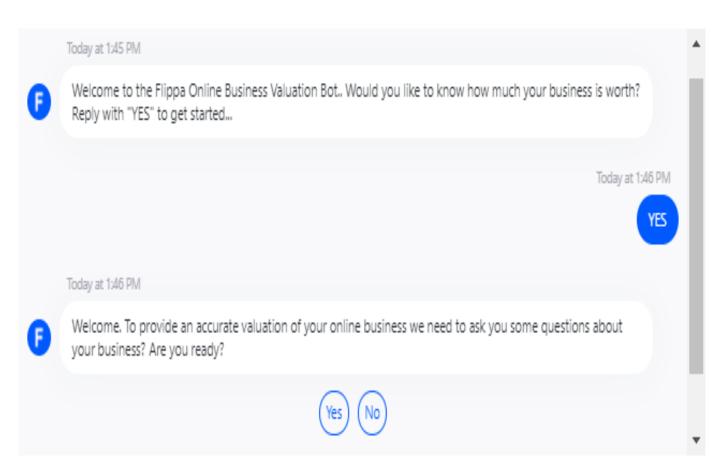




ΑII

#### Get a FREE Online Business Valuation

G





#### **How Much Is Your Online Business Worth?**

#### Please select your main monetization below



Affiliate



Amazon Associates



Amazon FBA



Amazon FBM



Amazon KDP



Amazon Merch



Application



Digital Product



Display Advertising



DropShipping



eCommerce



Info Product



Lead Gen



SaaS



Service



Subscription



#### How to Value an

#### **Online Business**

Valuing a business can be a tricky thing to get right.

We understand the effort that has gone into growing your online business. It's likely that you've invested hard-earned cash and spent countless hours building a business. This is something that we don't take lightly.

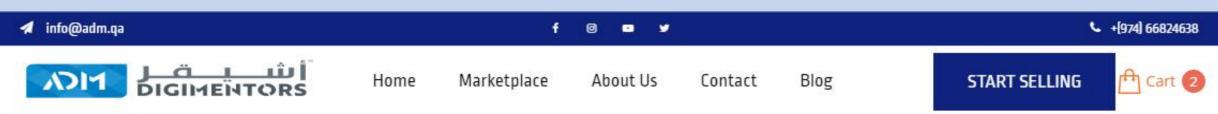
Our valuation method is backed by years of experience selling online businesses.

We've sold over 1K businesses and constantly refine how we value them to reflect the industry and what buyers/investors are after. Ultimately, our valuations follow a simple formula:

[6-12 Months' Average Net Profit] x Multiple (Typically 20-60+)

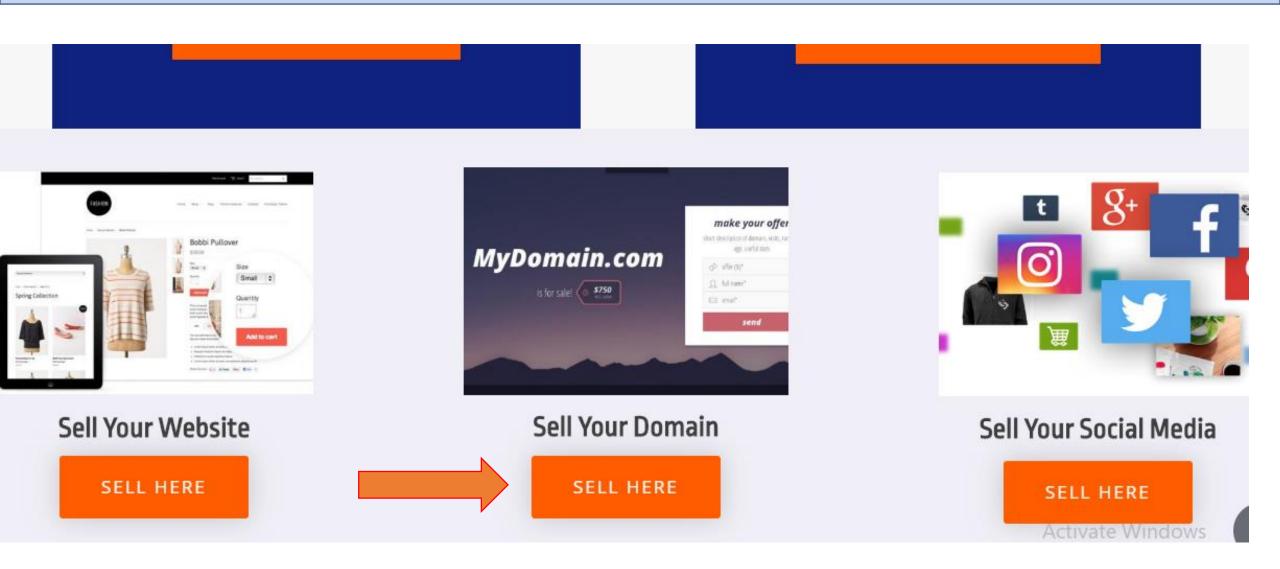


## Go to ADM Website Flipping





#### Go to this section- Click on sell your domain



### Fill out the form

#### Have an Online Business to Sell?

#### Ready to Sell With Us?

Name	Email
Phone	Country
	India
Domain Url	When was the business first started?

## We will ask you few questions.



- Name
- Email
- Phone
- Country
- Domain URL
- When was the business first started?
- Domain status(Expired or not)
- From where you bought domain?
- Expected Price

## Fill and click submit

Domain Url	When was the business first started?
Domain status(Expired or not)	From where you bought domain?
Detail your business	Expected Price
//	

Submit



# We will review first and list in our website!





Home

Marketplace

About Us

Contact

Blog

START SELLING



### **Online Businesses For Sale**

Profitable online businesses from trustworthy sellers

GET IN TOUCH



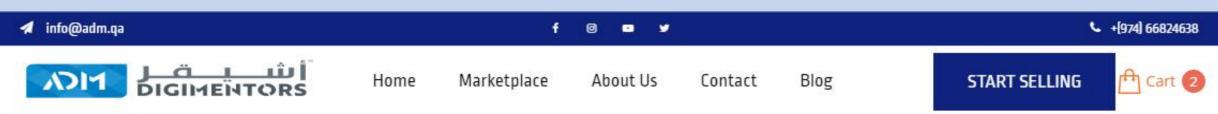






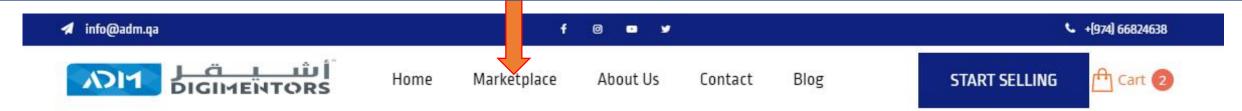


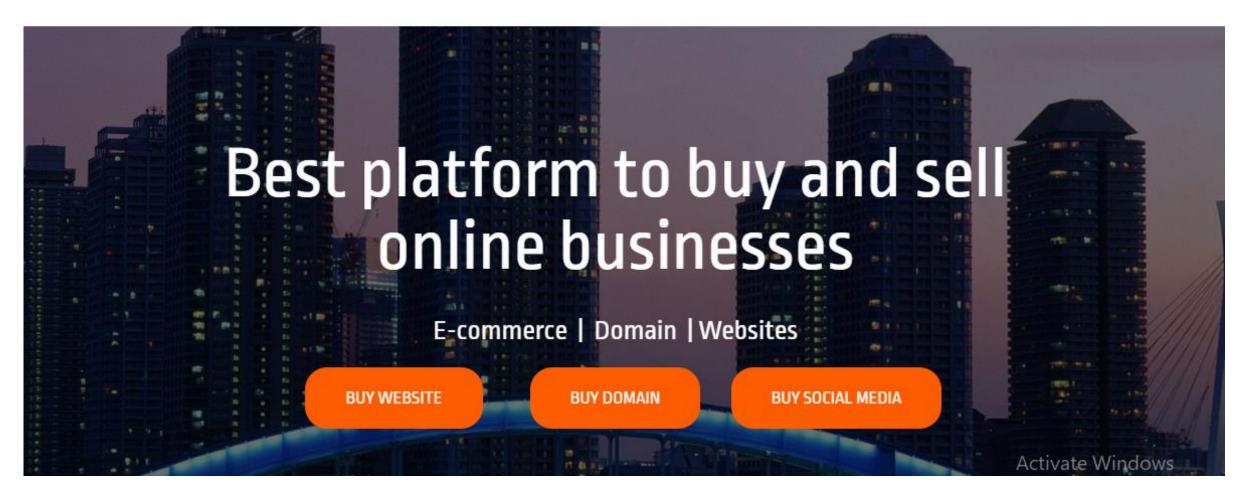
# Go to ADM Website Flipping





# Go to marketplace





## Select domain





www.freshatmos.com





Newest first

Sort By

SALE

#### Select one and click add to cart







www.freshatmos.com \$850.00 \$1,000.00

ADD TO CART

www.baabiz.com

\$2,099.00 \$2,500.00

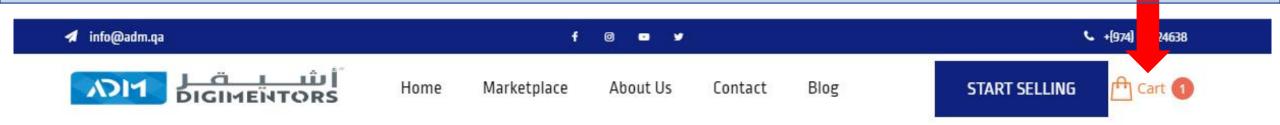
ADD TO CART

www.seodigimentor.com

\$1,750.00 \$2,000.00

ADD TO CART

#### Go to cart





CATEGORY

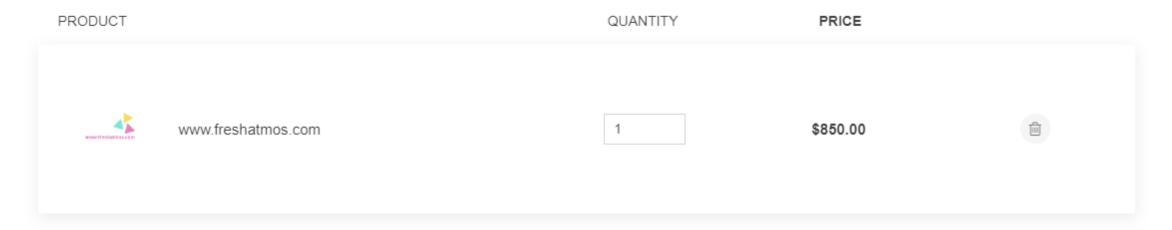
**Domains** 

Showing all 3 results

Sort By

Newest first

### Proceed to checkout



Subtotal: \$850.00

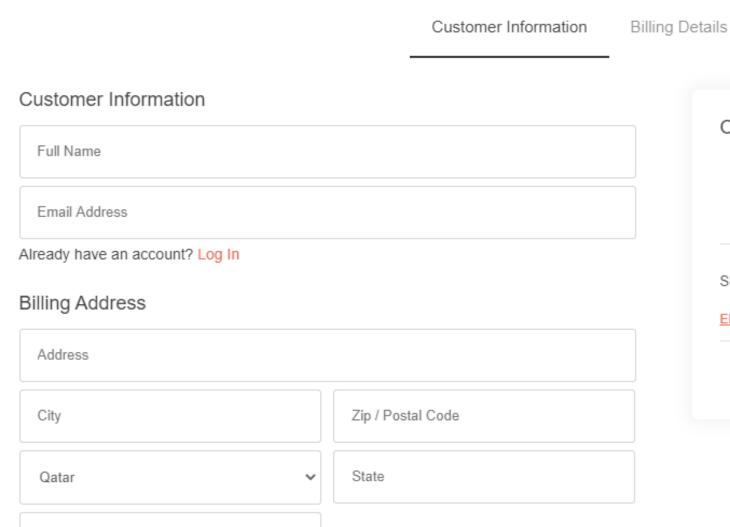
Enter prome code

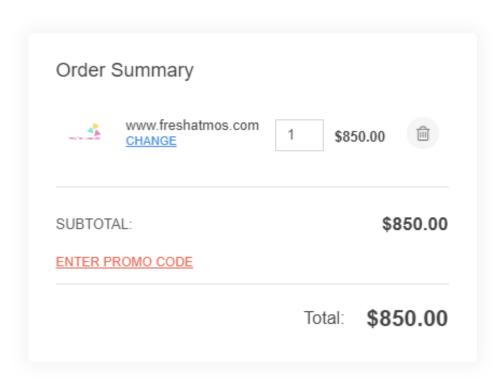
Proceed To Checkout →

Activate Windows

Go to Settings to activate Window

## Fill out your billing address





Activate Windows
Go to Settings to activate Windows.

#### Then click on continue

Company Name (optional)

Create an account for future purchases?

Continue →

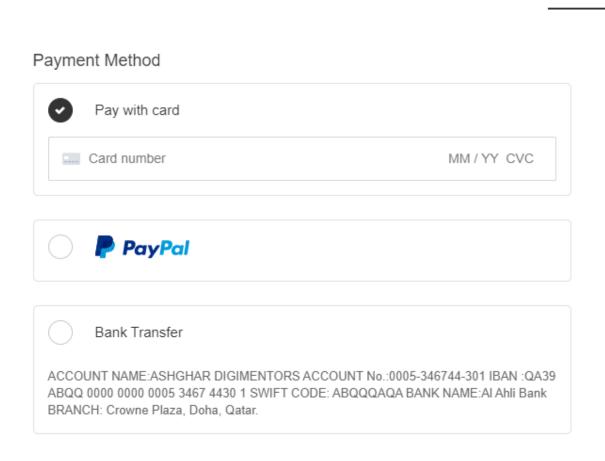


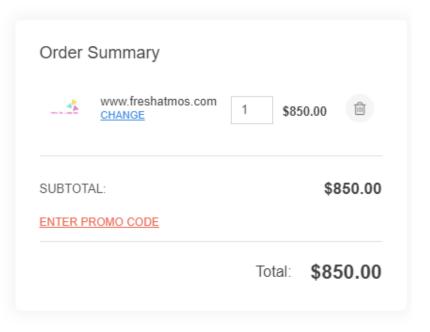


#### Select payment method and complete order

Billing Details

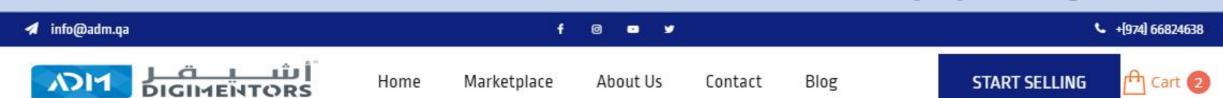
Customer Information





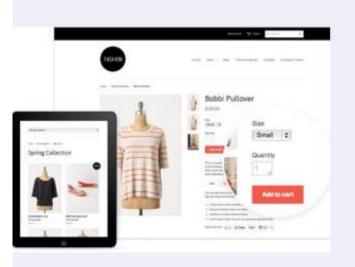


# Go to ADM Website Flipping





### Go to this section- Click on sell your website



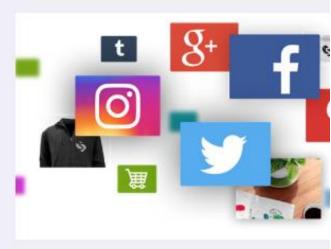
**Sell Your Website** 





**Sell Your Domain** 

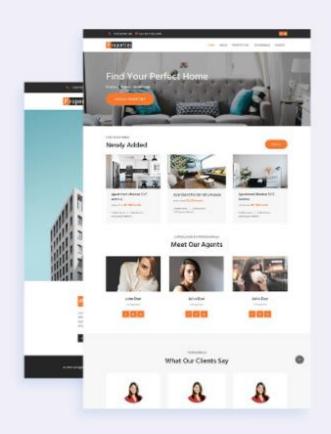


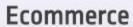


Sell Your Social Media

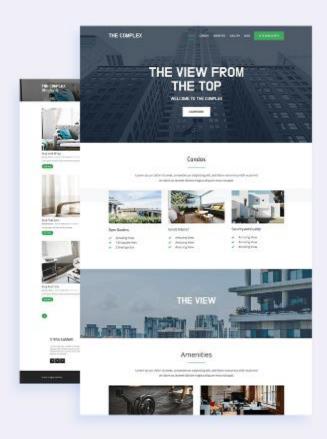


# Choose your website type





SELL HERE



**Affiliate** 

SELL HERE



**Starter Sites** 

SELLaHEREndov/s
Go to Settings to activate Windows.

## Fill out the form

#### Have an Online Business to Sell?

#### Ready to Sell With Us?

Name	Email
Phone	Country
	India
Website Url	When was the business first started?
When did the business first start making money?	What is the average net profit (per month) over the last 3 months?
	Activate Windows Go to Settings to activate V

## We will ask few questions

- Name
- Email
- Phone
- Country
- Website Url
- When was the business first started?
- When did the business first start making money?
- What is the average net profit (per month) over the last 3 months?
- Type of website
- What is the average net profit (per month) over the last 12 months?
- Do you currently have Google Analytics?\*
- Tell us your business name you need to mention on our website
- Submit screenshot of your website home page
- Expected Revenue



### Then click submit

Submit screenshot of your website home page	Expected Revenue
Choose File No file chosen	
Detail your business	
	//
	h mit



# We will review first and list in our website!





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Marketplace

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START SELLING



### **Online Businesses For Sale**

Profitable online businesses from trustworthy sellers

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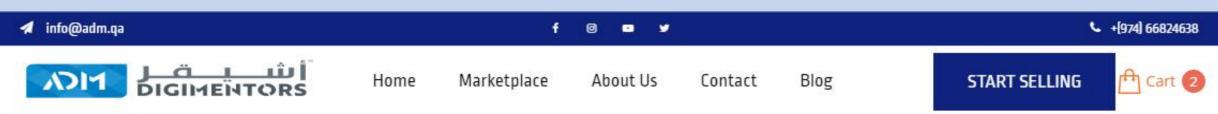








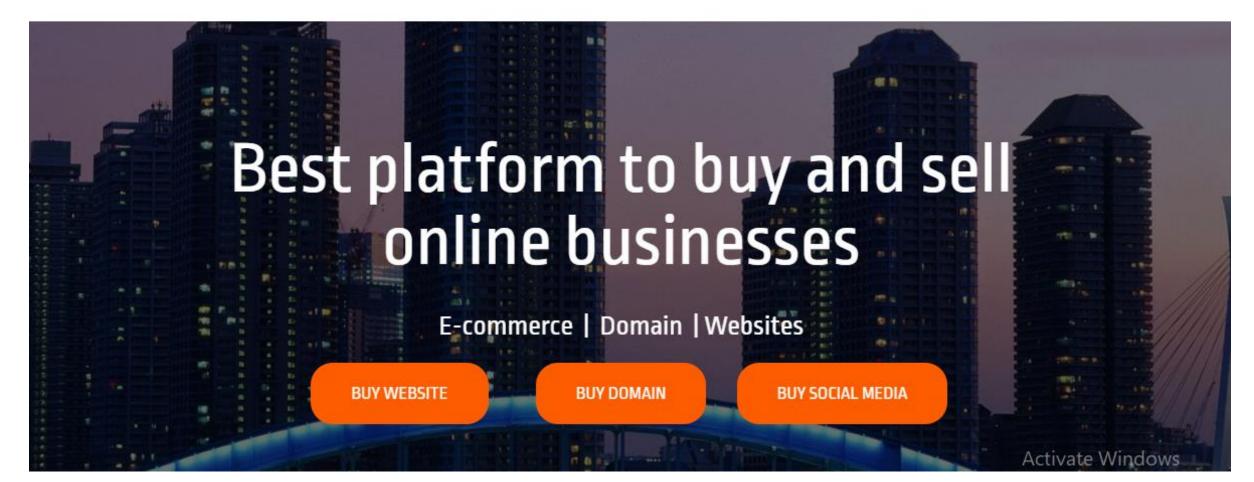
# Go to ADM Website Flipping





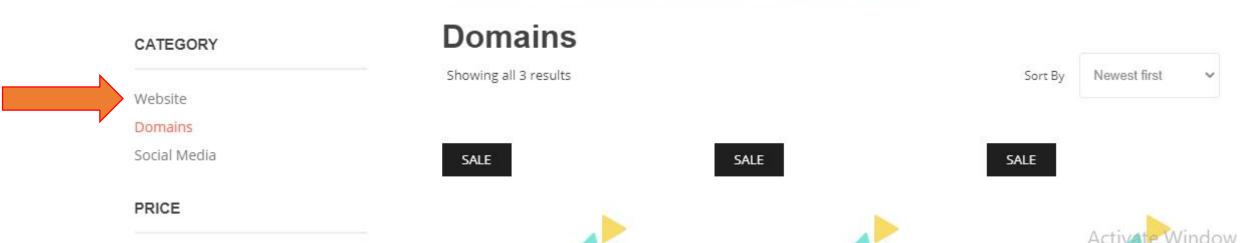
## Go to marketplace





## Select website



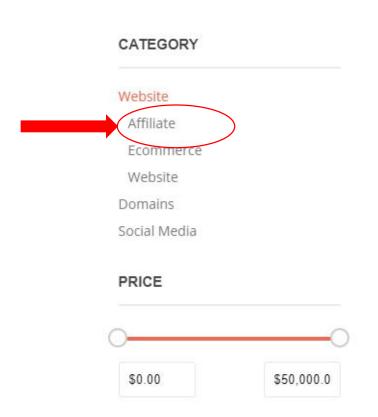


www.seodigimentor.com

www.baabiz.com

www.freshatmos.com

## Select website type



#### Website

Showing all 3 results



Mydupatta.com \$45,000.00 \$50,000.00

ADD TO CART



Whitenoor.com \$15,098.96 \$16,000.00

ADD TO CART

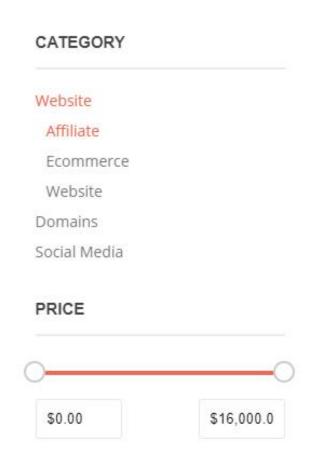
Sort By Newest first 🗸



Mohabath.com \$12,000.00 \$15,000.00



## Choose and add to cart



#### Website

Showing all 2 results



Whitenoor.com \$15,098.96 \$16,000.00





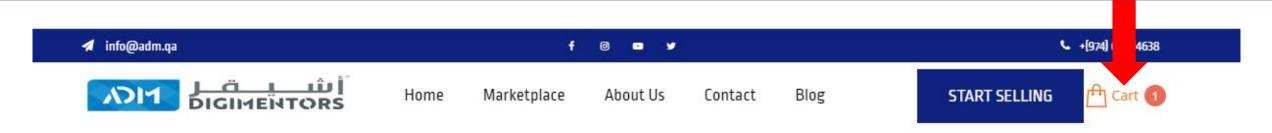
Mohabath.com \$12,000.00 \$15,000.00

ADD TO CART

Sort By

Newest first

### Go to cart





CATEGORY

**Domains** 

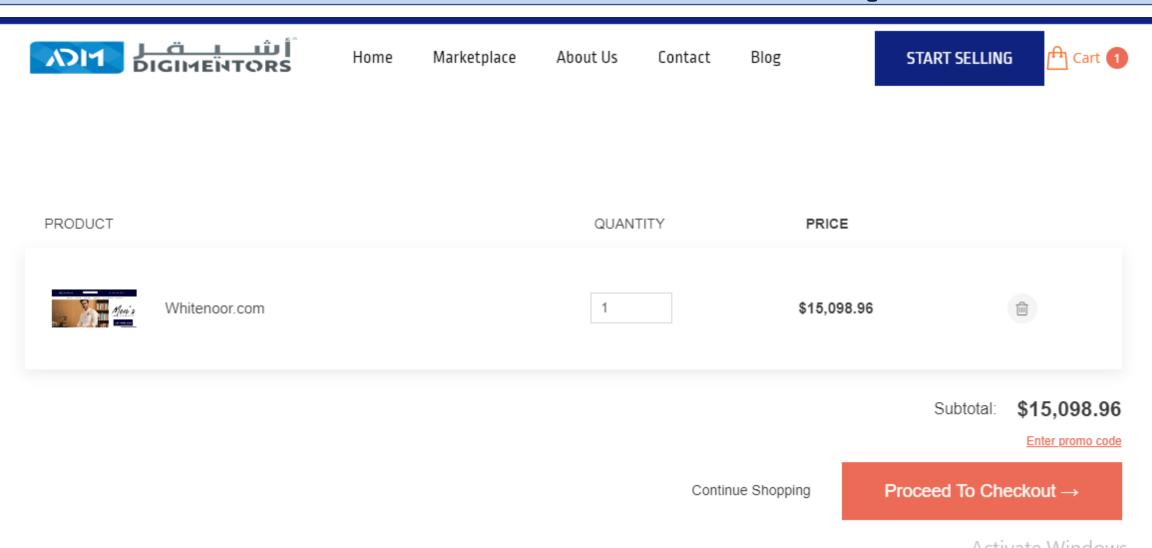
Showing all 3 results

Sort By

Newest first

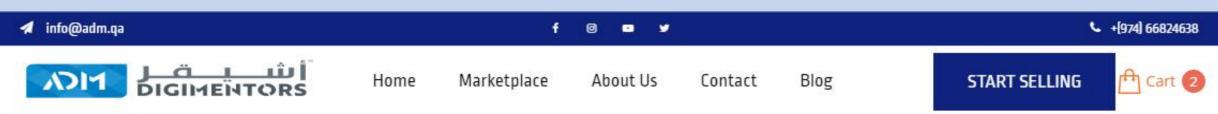


# Proceed to the checkout process



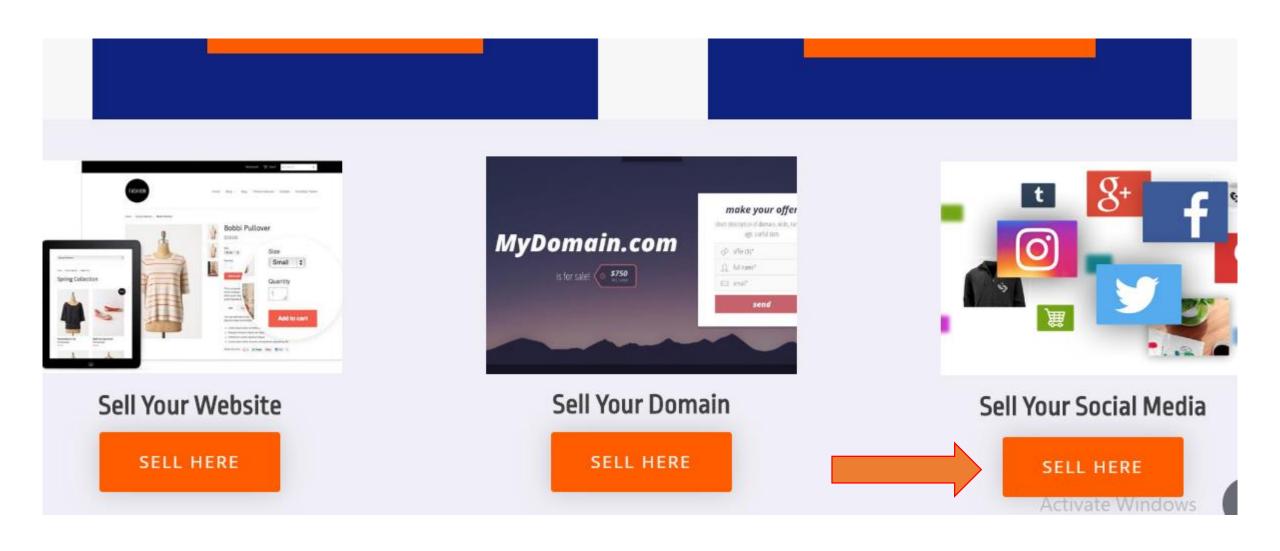


# Go to ADM Website Flipping





### Go to this section- Click on sell your Social media



### Fill out the form

#### Have an Online Social Platform To Sell?

#### Ready to Sell With Us?

Name	Email
Phone	Country
	India
Social media *	Social media link
Facebook	
When was it started	Number of followers
	Activate Windows

## Fill all the details

- Name
- Email
- Phone
- Country
- Social media
- Social media link
- When was it started
- Number of followers/subscribers
- Number of groups
- Screenshot of your profile
- Expected Revenue



# Submit

When was it started	Number of followers
Number of groups	Screenshot of your profile  Choose File No file chosen
Expected Revenue	

Submit



#### We will review first and list in our website!





Home

Marketplace

About Us

Contact

Blog

START SELLING



#### **Online Businesses For Sale**

Profitable online businesses from trustworthy sellers

GET IN TOUCH



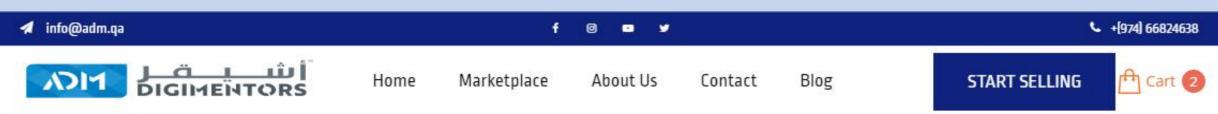








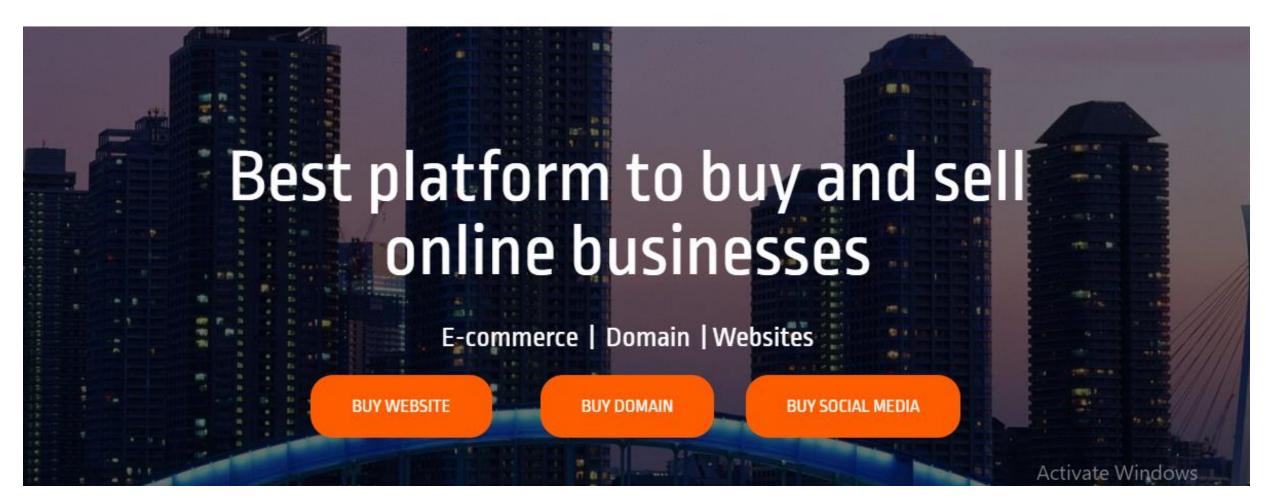
#### Go to ADM Website Flipping



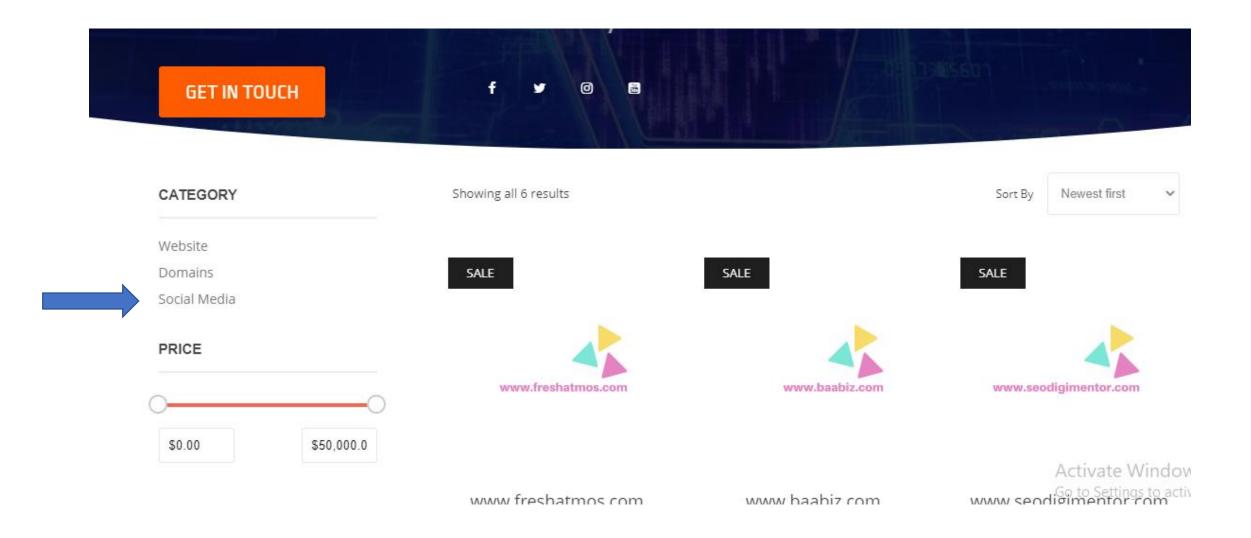


#### Go to marketplace





#### Click the social media and proceed checkout



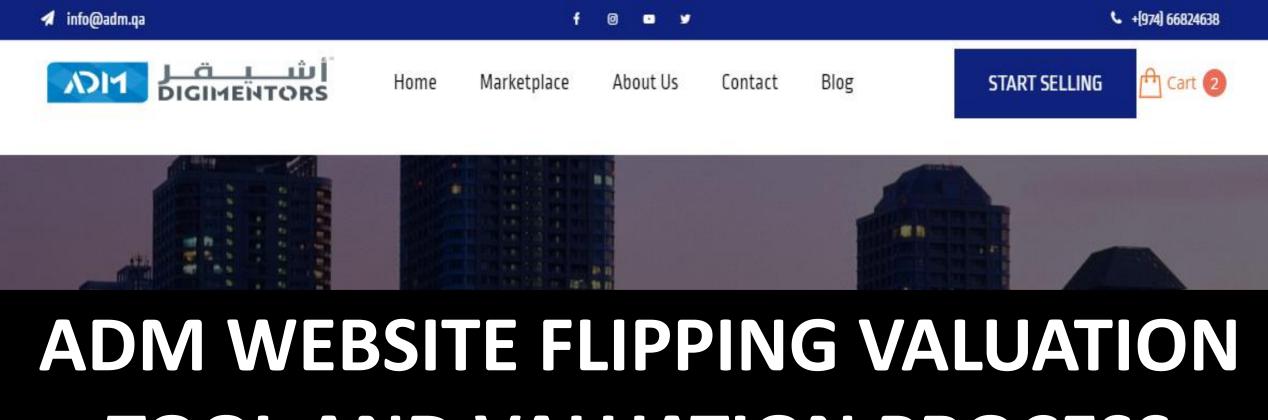




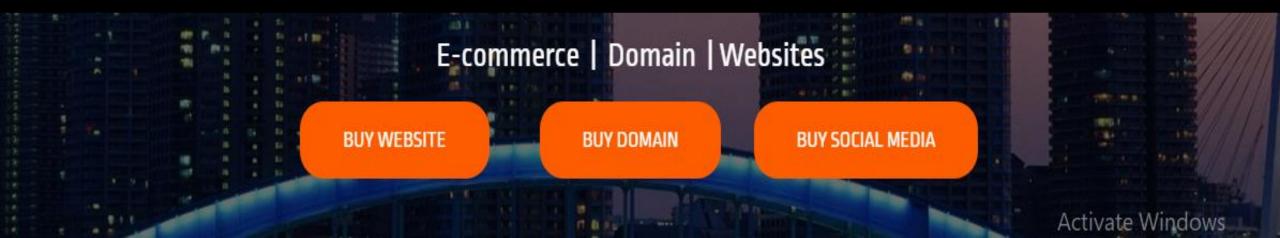
#### **STRATEGY 22/100**

Getting The Valuation For The Affiliate Website With ADM WEBSITE FLIPPING





## TOOL AND VALUATION PROCESS



# Component Of Website Valuation





### DOMAIN NAME





### IS IT PREMIUM? IF YES, WHAT IS THE VALUE?

#### AGE OF THE DOMAIN





#### AGE OF THE WEBSITE

#### TOTAL VISITORS OF THE WEBSITE







#### TOTAL NUMBER OF

PAGES

**PRODUCTS** 

WORDS

**IMAGES** 

**KEYWORDS** 

IN THE WEBSITE



## **OVERALL** SEARCH ENGINE RANKING



NUMBER OF KEYWORDS PRESENT IN FIRST PAGE NUMBER OF KEYWORDS PRESENT IN OTHER PAGES



NUMBER OF KEYWORDS PRESENT IN FIRST PAGE NUMBER OF KEYWORDS PRESENT IN OTHER PAGES



NUMBER OF KEYWORDS PRESENT IN FIRST PAGE NUMBER OF KEYWORDS PRESENT IN OTHER PAGES



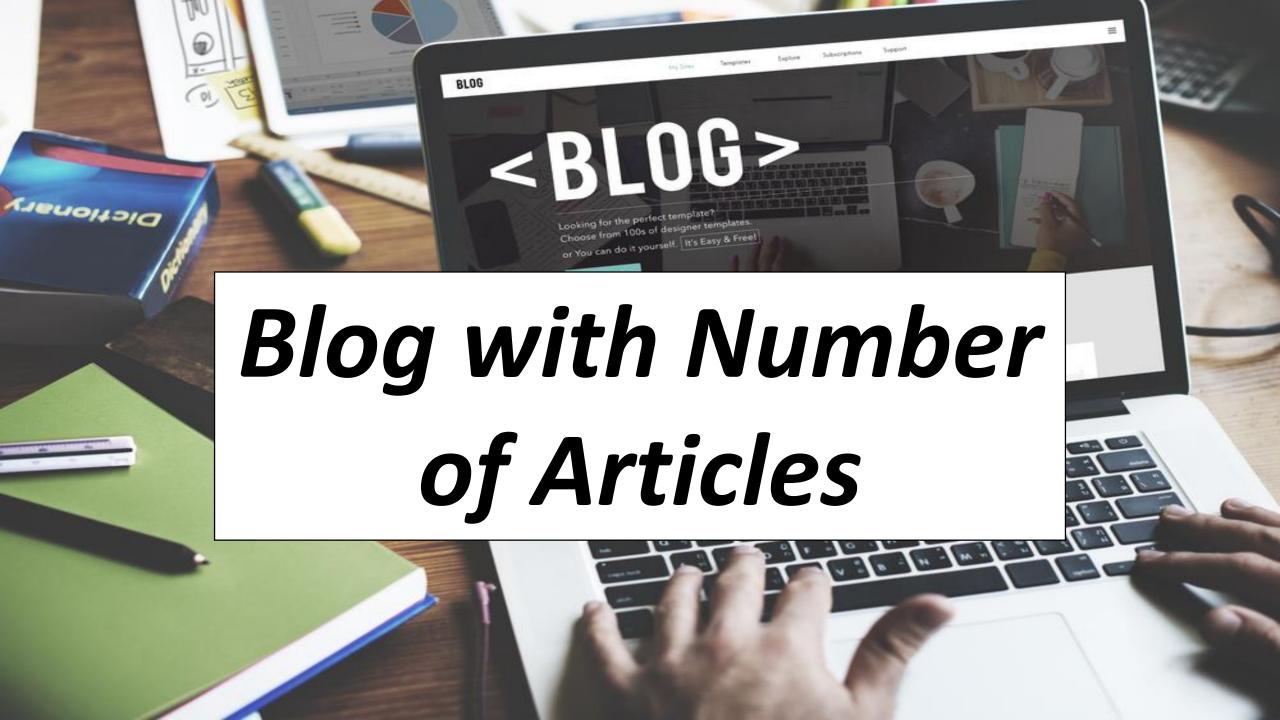


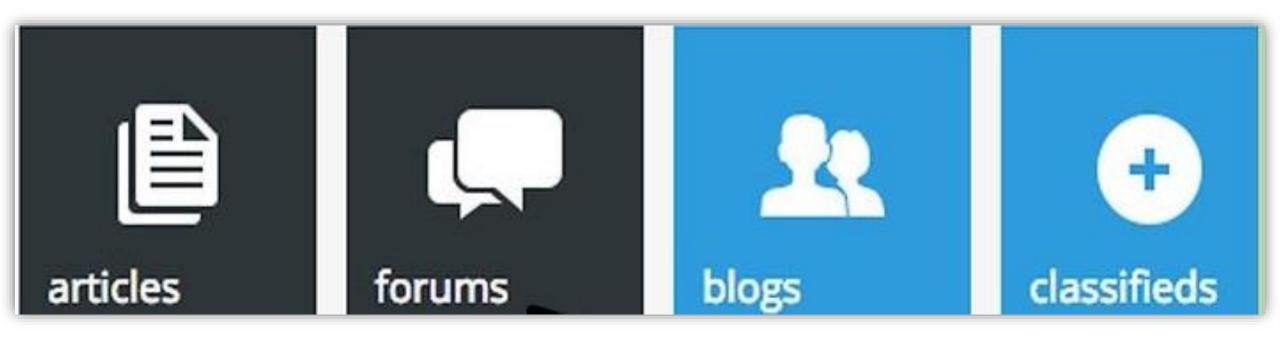
# Total number of classifieds present



**OTHER** SUBMISSIONS, FORUMS, DISCUSSIONS, ETC.







Review or interactions from the users for articles, forums and classifieds

## On page SEO - Number of pages, Meta tag, Meta description, Meta title, Meta image etc



# YAHOO! Answers

**NUMBER OF QUESTIONS AND ANSWERS** 





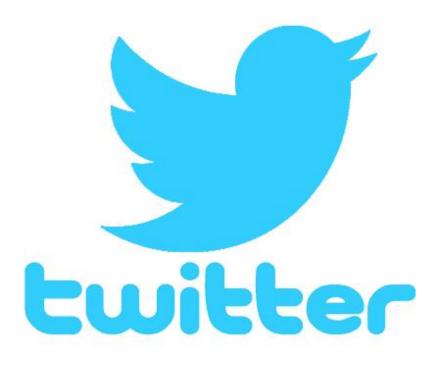
#### Facebook

- **➤**Total number of profile like
- **➤**Total number page likes
- > Total number of comments
- > Total number of comments like
- >Total number of share
- **➤**Total number of post.
- **≻**Total number post like
- **≻**Any other activity on face book



#### **Twitter**

- > Total number of Followers
- > Total number of followings
- > Total number of tweets
- >Total number of re tweets



## Linked in



#### Similarly make LinkedIn and YouTube with minimum 5 points each



## OFFLINE PROMOTIONAL ACTIVITIES DONE ON MONTHLY BASIS AND INVESTMENT



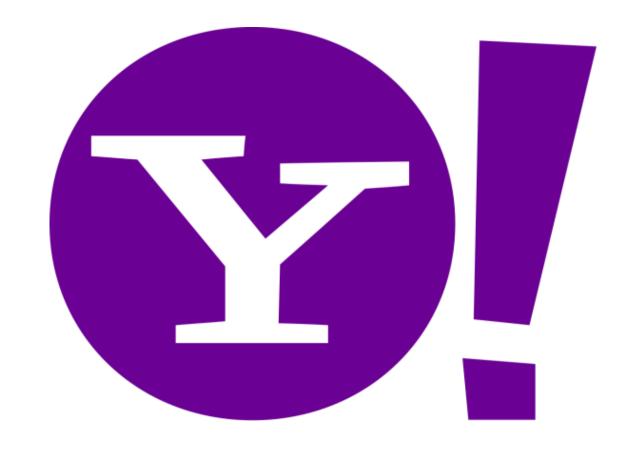
## LIST OUT OTHER OFFLINE MARKETING ACTIVITIES DONE AND INVESTMENT INCURRED

### ONLINE PROMOTIONS





# GOOGLE ADWORDS ACCOUNT AND MONEY SPENT ON THE SAME



# YAHOO PUBLISHER ACCOUNTS AND MONEY SPENT ON THE SAME

### **Email marketing**

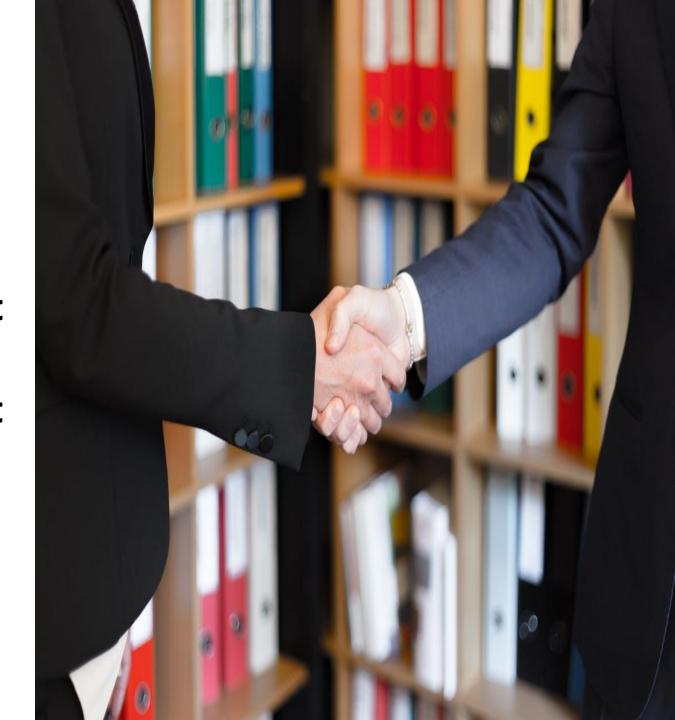
- > Total number of Email sent
- >Total number of opt in list
- > Total number of double opts in list
- > Total number of prospects
- >Inquiry generated emails





### **Merchant Tie up**

- >Total number of Merchants
- > Total number of CPS merchant
- > Total number of CPA merchant
- > Total number of CPL merchant
- > Total number of PPC merchant
- ➤ Total number of PPI merchant (which has higher value)
- **≻**Google ad sense account





#### **MANPOWER INVESTED**

TOTAL NUMBER OF MAN HOURS INVESTED IN DASH BOARD ACTIVITY (WHAT IS REFLECTING IN THE DASHBOARD)

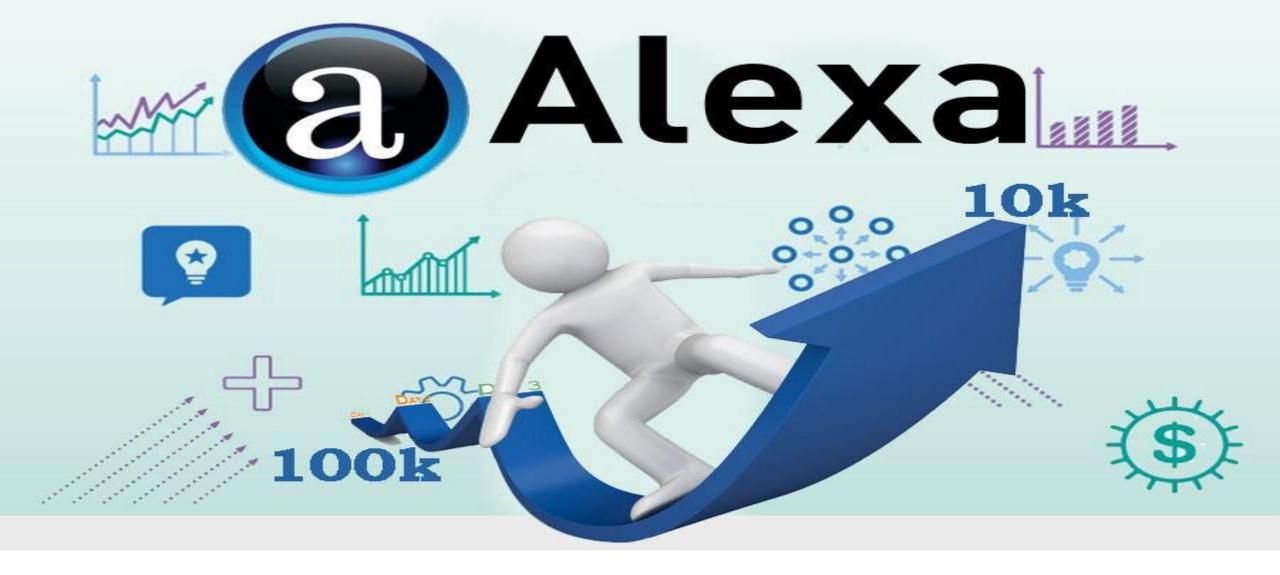
TOTAL NUMBER OF MAN HOURS INVESTED FOR OFFLINE ACTIVITY

#### Revenue

- ➤ Total revenue earned (list out merchant based)
- >Average monthly revenue
- **➢Other potential revenue** sources
- ➤ Over all potential of the niche (brief description)







### **ALEXA RANKING**

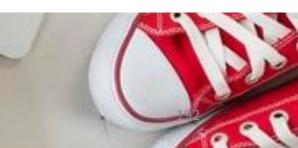


### ONLINE SHOPPING MALL





MI JÜLLÜÜ DIGIMENTORS









START YOUR E-COMMERCE SUCCESS STORY

#### The Online Shopping Mall

World's Most Comprehensive, Advanced, and Integrated Technological End To End Solution Platform for E-commerce Business!

The Next Big Venture From ADM Developed in Qatar for Global Market !!

O Delivery To 170+ Countries

#### LETS GET STARTED

Ready to start E commerce website with products and payment gateway.























## CONSTRUCTION **ALMOST COMPLETE:** \$400,000





### NICHE STORE EXAMPLES









Appliances

Book Your E-Store

Baby Book Your E-Store

Bathroom & Toilets

Book Your E-Store

Beauty & Cosmetics

Book Your E-Store









Books

Book Your E-Store

Downloadable/ Digital products

Book Your E-Store

Electronics & Accessories

**Book Your E-Store** 

Fashion

Book Your E-Store

### NICHE STORE EXAMPLES









Healthcare & Body care

Book Your E-Store

Home

**Book Your E-Store** 

Kitchen

**Book Your E-Store** 

Phones and Tablets

**Book Your E-Store** 







Sports & Games

**Book Your E-Store** 

Stationery, Arts & Crafts

Book Your E-Store

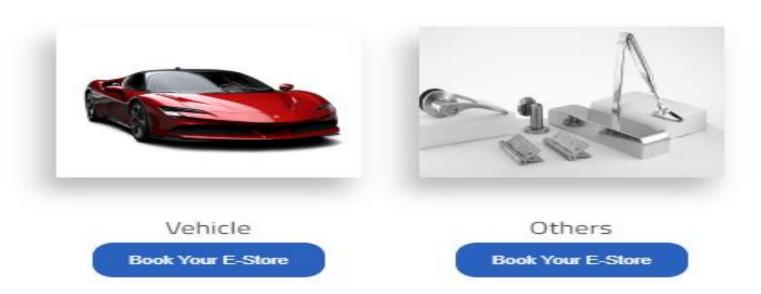
Toys

**Book Your E-Store** 

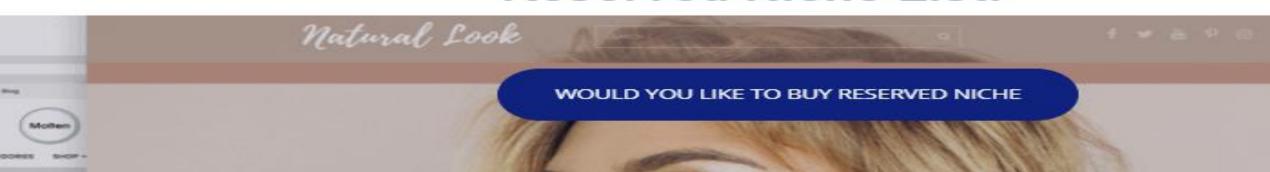
Travel & Recreation

Book Your E-Store

### NICHE STORE EXAMPLES



#### Reserved Niche List!



# STEPS TO CHECK NICHE STORE



### STEP 01: GO TO <a href="https://onlineshoppingmall.qa/">https://onlineshoppingmall.qa/</a>



ABOUT THE PROJECT

NICHE STORE OWNER BENEFIT

CHOOSE YOUR NICHE STORE

OSM PRICING

GET STARTED



START YOUR E-COMMERCE SUCCESS STORY

#### The Online Shopping Mall

World's Most Comprehensive, Advanced, and Integrated Technological End To End Solution Platform for E-commerce Business!

The Next Big Venture From ADM Developed in Qatar for Global Market I

1.5 Million Products

O Delivery To 170+ Countries

LETS GET STARTED

Ready to start E commerce website with products and payment gateway.

#### STEP 02: CLICK ON OSM PRICING



#### The Online Shopping Mall

World's Most Comprehensive, Advanced, and Integrated Technological End To End Solution Platform for E-commerce Business!

OSM PRICING

GET STARTED

1.5 Million Products

O Delivery To 170+ Countries

#### LETS GET STARTED

Ready to start E commerce website with products and payment gateway.

#### STEP 03: CHECK THE PRICING



ABOUT THE PROJECT

NICHE STORE OWNER BENEFITS

CHOOSE YOUR NICHE STORE

OSM PRICING

GET STARTED

### Pick Your Pricing Plan

Grab Your Niche Store With The Early Bird Offer

Start-Up Package

\$75007

\$5500

- · Unlimited Cloud Hosting
- · Logo of your choice
- Responsive / Mobile Friendly Layout
- · Search Engine Friendly
- · Dedicated Project Manager
- 24X7 Support
- Payment Integration
- 50 Product Pre-loaded
- Add/Manage Products
- Discount Coupons and codes
- Affiliate Marketing

Business Package

\$9500

- · Unlimited Cloud Hosting
- Premium Logo
- Responsive / Mobile Friendly Layout
- · Search Engine Friendly
- Dedicated Project Manager
- 24X7 Support
- · Payment Integration
- 200 Product Pre-loaded
- Add/Manage Products
- Advanced SEO
- Discount Coupons and codes
- Affiliate Marketing

Investor Package
Ask For Price

\$Custom

- Unlimited Cloud Hosting
- · Premium Plus Logo
- Responsive / Mobile Friendly
   Layout
- · Search Engine Friendly
- Dedicated Project Manager
- 24X7 Support
- Payment Integration
- 500 Product Pre-loaded
- Add/Manage Products
- Advanced SEO
- Discount Coupons and codes
- Affiliate Marketing

### **EXCLUSIVE OPPORTUNITY:**

**GET ONLINE SHOPPING MALL NICHE STORE** FOR USD 1,374 NOW!

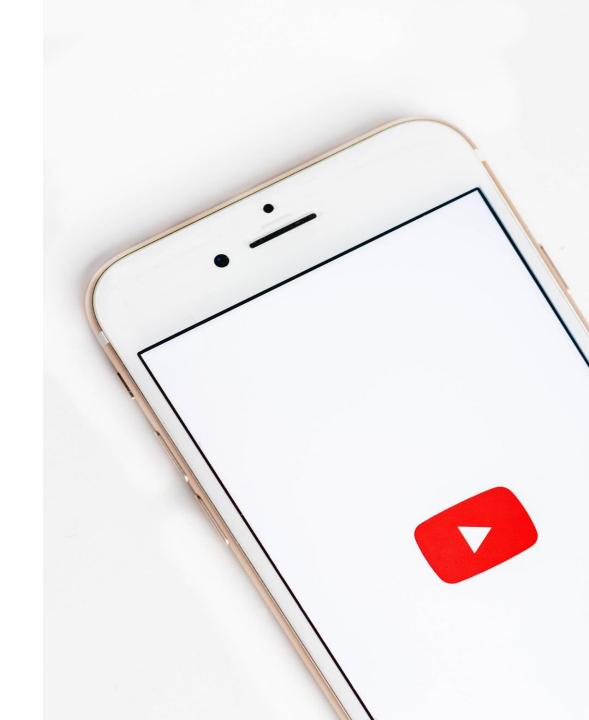




Buying and Selling
YouTube Channels is
an increasingly
profitable endeavour.



However, many people still have doubts regarding these types of sales.



#### HOW DO THEY WORK?

IS IT LEGAL TO BUY A YOUTUBE CHANNEL?

HOW MUCH MIGHT A YOUTUBE CHANNEL COST? HOW LONG DO
THESE
OPERATIONS
TAKE?





## THE ANSWER IS YES!!



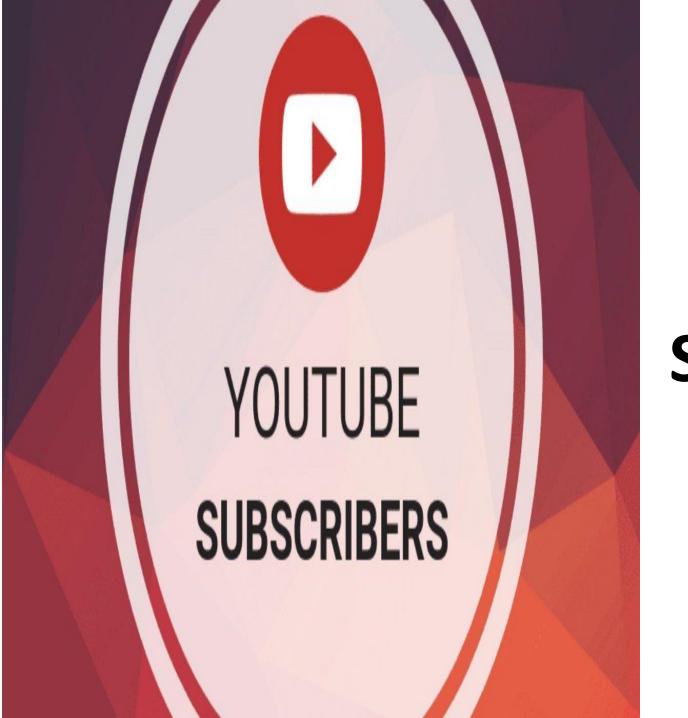


# HOW MUCH CAN A YOUTUBE CHANNEL COST?



To set a price for a YouTube channel we must first understand where the value of a channel is.





#### **HOW MANY** FOLLOWERS / **SUBSCRIBERS DOES** THE CHANNEL HAVE?



DID YOU KNOW THAT IT IS POSSIBLE TO BUY **FAKE FOLLOWERS** FOR A YOUTUBE **CHANNEL?** 



#### IT'S





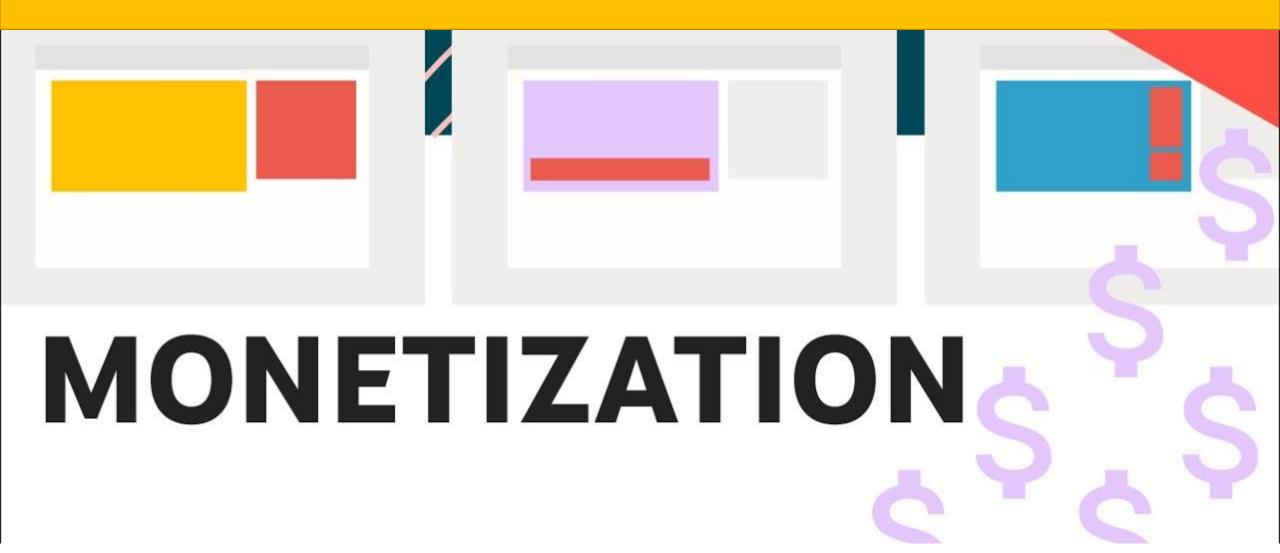


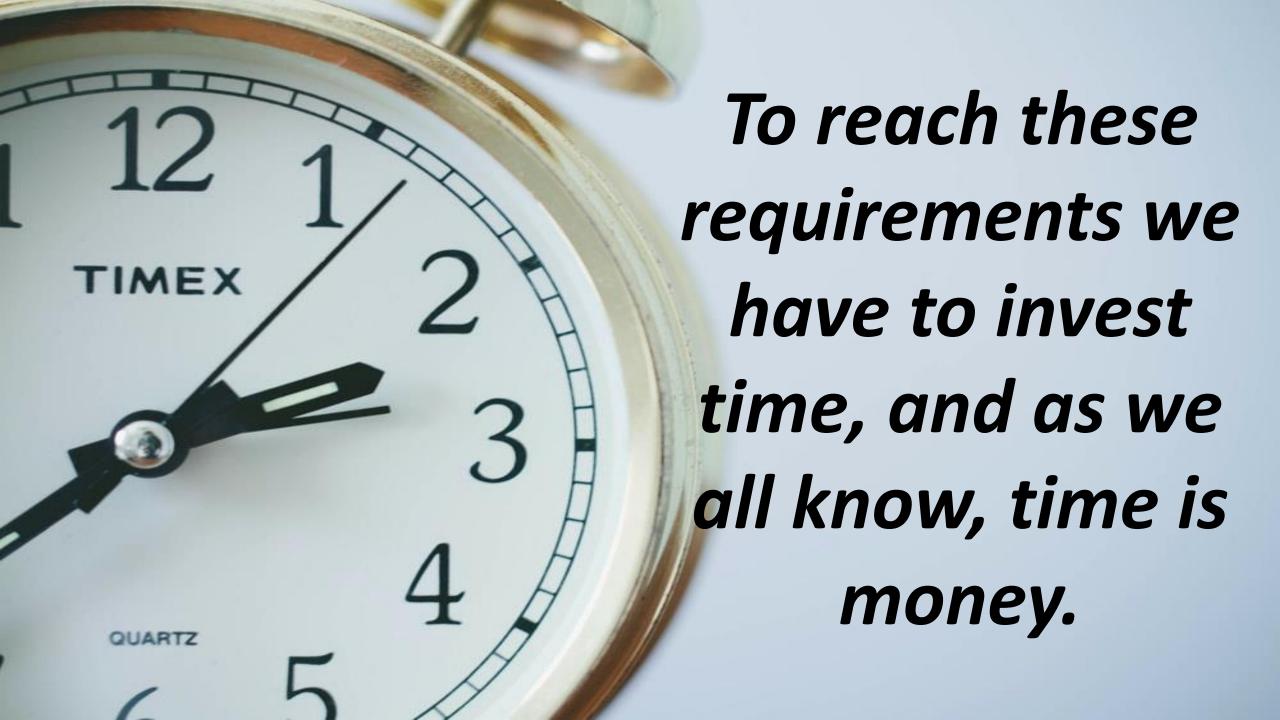
A YouTube channel can generate revenue and when this happens we say that the channel is monetized, one of the most important points for the evaluation.

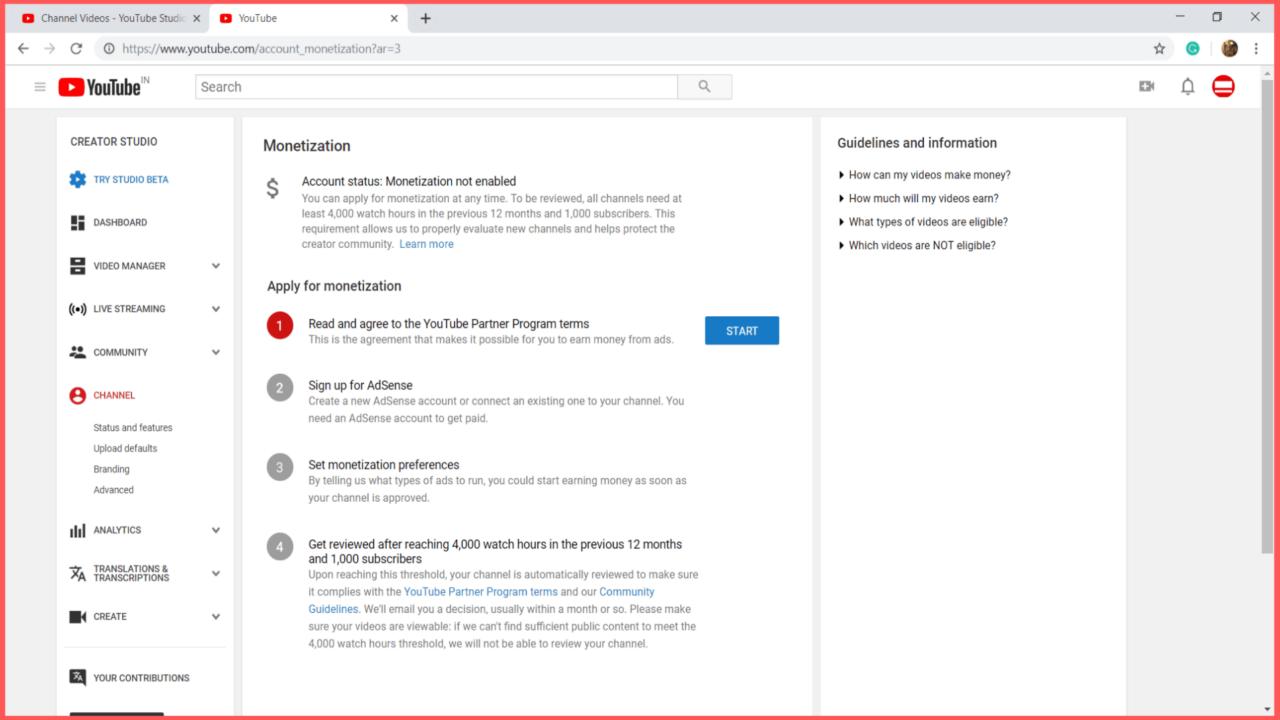


# REFER TO THE DAY 18-25 (JULY 15-21, 2020) DIGITAL MASTERY NOTES AND RECORDINGS

In order for a channel to be monetized it has to meet certain requirements dictated by YouTube; namely 4,000 hours of views in the last 12 months and 1,000 subscribers.









## The best way to see the importance of these points is through an example:

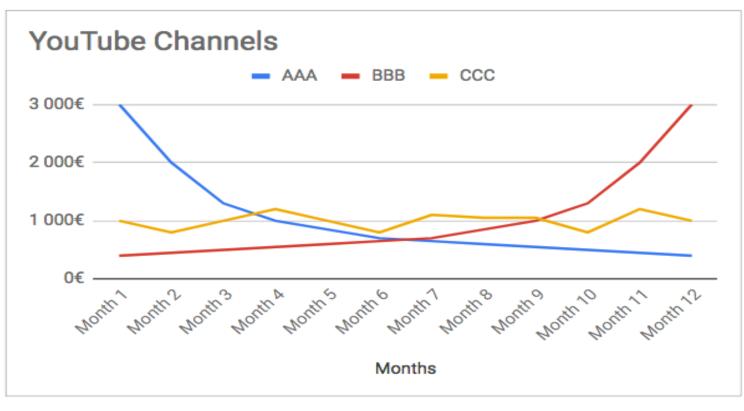
YouTube Channel	AAA	ввв	ccc
Month 1	3 000€	400€	1 000€
Month 2	2 000€	450€	800€
Month 3	1 300€	500€	1 000€
Month 4	1 000€	550€	1 200€
Month 5	850€	600€	1 000€
Month 6	700€	650€	800€
Month 7	650€	700€	1 100€
Month 8	600€	850€	1 050€
Month 9	550€	1 000€	1 050€
Month 10	500€	1 300€	800€
Month 11	450€	2 000€	1 200€
Month 12	400€	3 000€	1 000€
12 months average	1 000€	1 000€	1 000€
3 months average	450€	2 100€	1 000€
Sales multiple	12	28	24

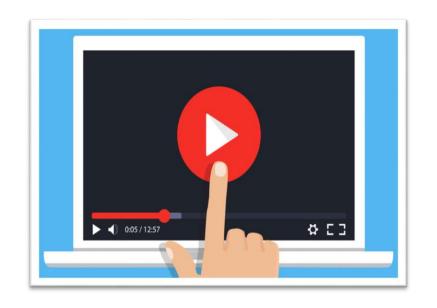
5 400€

58 800€

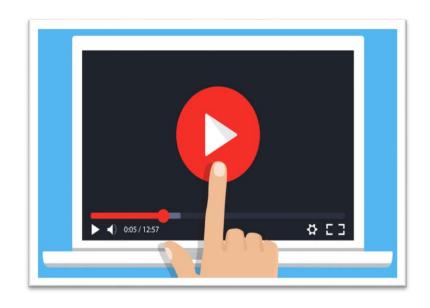
24 000€

Valuation:







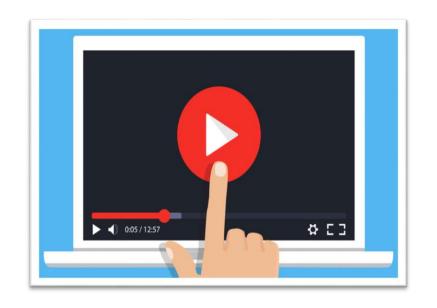


AAA 1,000 €

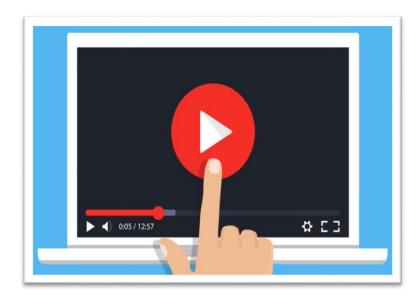
BBB 1,000 €

CCC 1,000 €

In this example we have 3 YouTube channels, AAA, BBB, CCC, and these three channels have exactly the same average revenue in the last 12 months (here being 1,000 €)





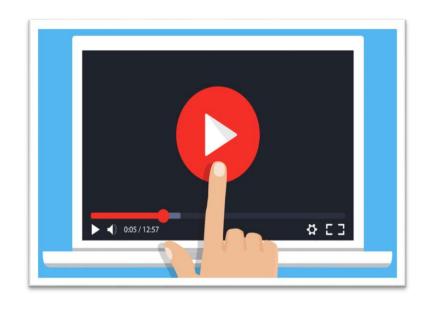


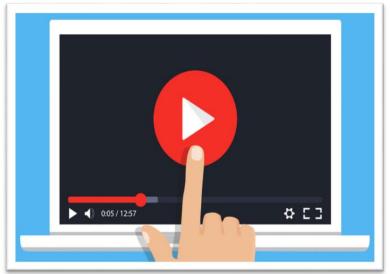
**AAA 450 €** 

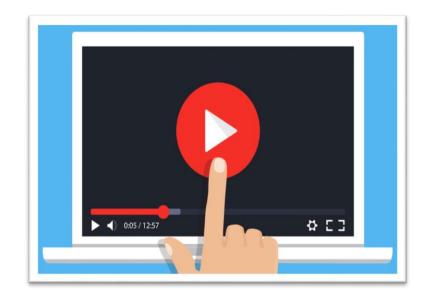
**BBB** 

CCC

However, they also have different evolutions. The AAA channel has been decreasing in revenue and has received an average of € 450 per month in the last 3 months





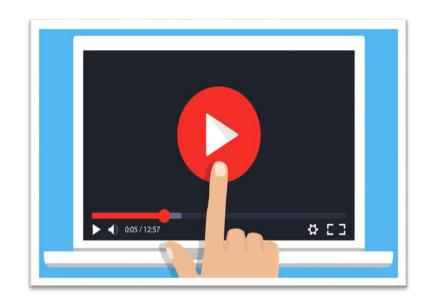


**AAA 450 €** 

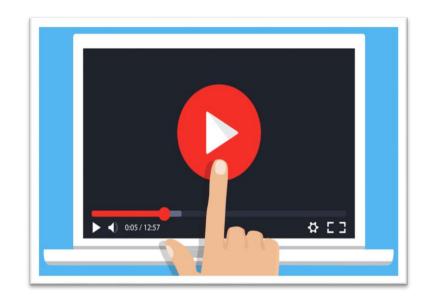
**BBB** 

**CCC** 1,000 €

The CCC channel has stable behavior and almost always earns € 1,000 per month, even in the last 3 months





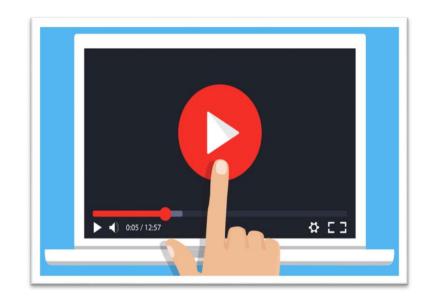


**AAA 450 €** 

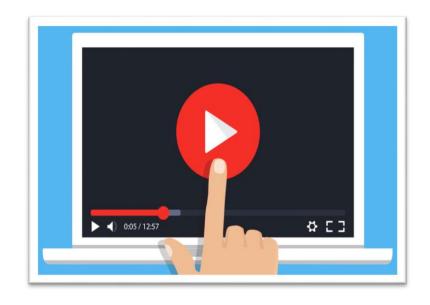
BBB 2,100 €

**CCC** 1,000 €

Lastly, the BBB channel has grown considerably in recent months, earning an average of € 2,100 per month in the last 3 months.







**AAA 450 €** 

BBB 1,000 €

CCC 2,100 €

Looking at the evolution of these channels we can see how important is this analysis.



### DOES THE **CHANNEL HAVE ANY** STRIKES?

A STRIKE IS THE WORST PUNISHMENT THAT YOUTUBE CAN GIVE TO A CHANNEL AND IT MAY EVEN RESULT IN THE DELETION OF THE CHANNEL.

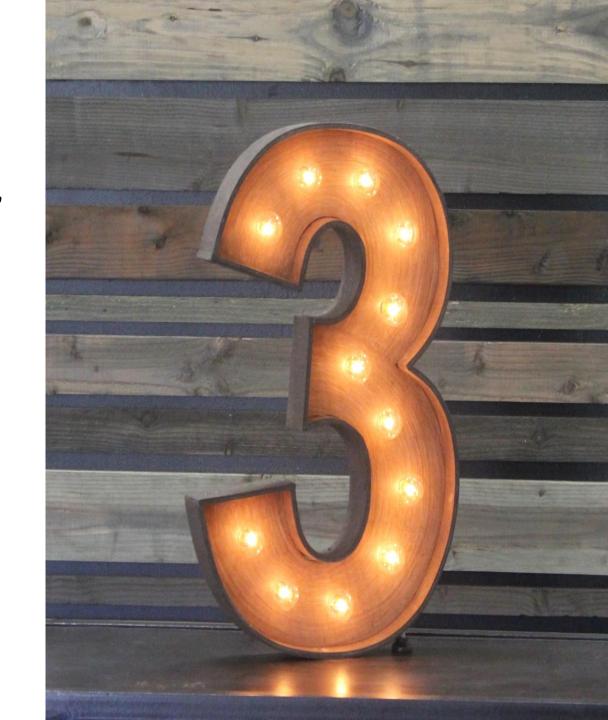






This process is not as fast as most people think. In order for your channel to be deleted you have to suffer 3 strikes in 3 months and lose your right of reply in the 3 strikes.

This means the 3 strikes have been validated by YouTube and they gave sufficient reason to the author of the strikes.





On the other hand the strikes are also not permanent, as they have a time limit and disappear after 3 months.



That Being Said, This Is Also A Very Important Point To Take Into Account When You Want To Buy A YouTube Channel.





The quantity and quality of the videos the channel has should also be considered an asset- This means a channel with 2 videos published will most probably not have the same value as a channel with 200 videos published.





## THE LOCATION OF THE AUDIENCE IS VERY IMPORTANT.

**Buying a channel with** 100,000 followers from the United States is NOT the same as buying a channel with 100,000 followers in Brazil and it's easy to see why.





The CPM in the United States is much higher than in Brazil, i.e. when you upload a new video on the US channel it will earn more money than the Brazilian channel, if we think that both videos would have the same views.

## IS THERE A FACE ASSOCIATED WITH THE CHANNEL?

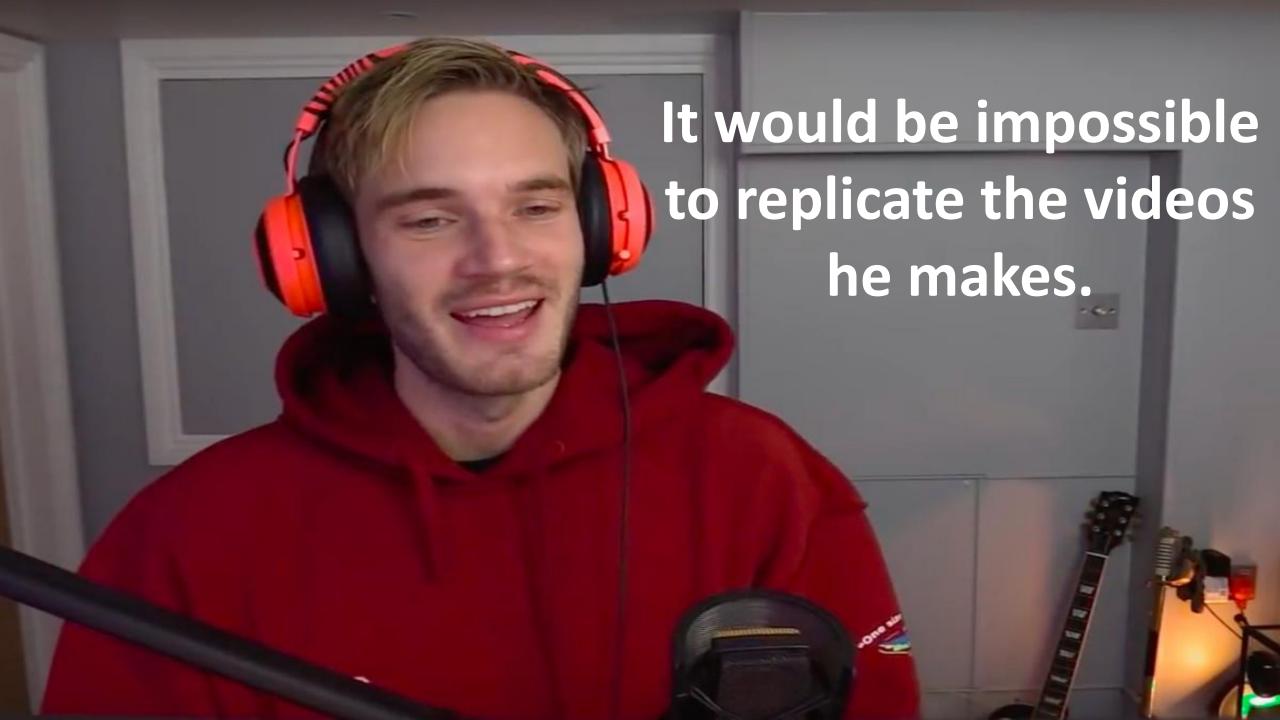




We almost never remember this when we start a YouTube channel, but if a channel has a face associated with it, its transition after the sale it will be much more complicated and sometimes impossible.



Do you ever wondered what it would be like if PewDiePie wanted to sell his channel?







# HOW DO I TRANSFER A YOUTUBE CHANNEL ACCOUNT?



Each YouTube channel has only 1 primary owner and this is the account that has access to all channel functions.





#### People watched your videos 633,011 times during the dates you selected



Music Youtube Channel with 92K subs for sale - Price: 2600€

☐ Youtube channel / Music

This Youtube channel is about music and here you will find more than 30 videos with good remixes and EDM

Start date: 2014 | Monthly revenue:

143,00€ | Language: English |

Monetized: Yes

Price: 2.600€

NEW

## Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,000 develop 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,373 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel got 360,000 views in the last 28 days | Your channel

Fitness Youtube Channel with 2.55M subs for sale - Price: 15.000€

Youtube channel / Sports

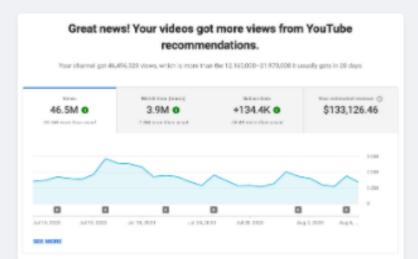
This Youtube channel is totally dedicated to the world of Fitness and well-being. With more than 2.55 million

Start date: 2014 | Monthly revenue: 152,00€ | Language: Portuguese |

Monetized: Yes

Price: 15.000€

NEW



Rankings and Top's Youtube Channel with 1M subs for sale - Price: 534,000€

Youtube channel / Curiosities

This Youtube channel is totally dedicated to the world of Curiosities and Top's. The channel has more than

Start date: 2017 | Monthly revenue: 133.000,00€ | Language: English |

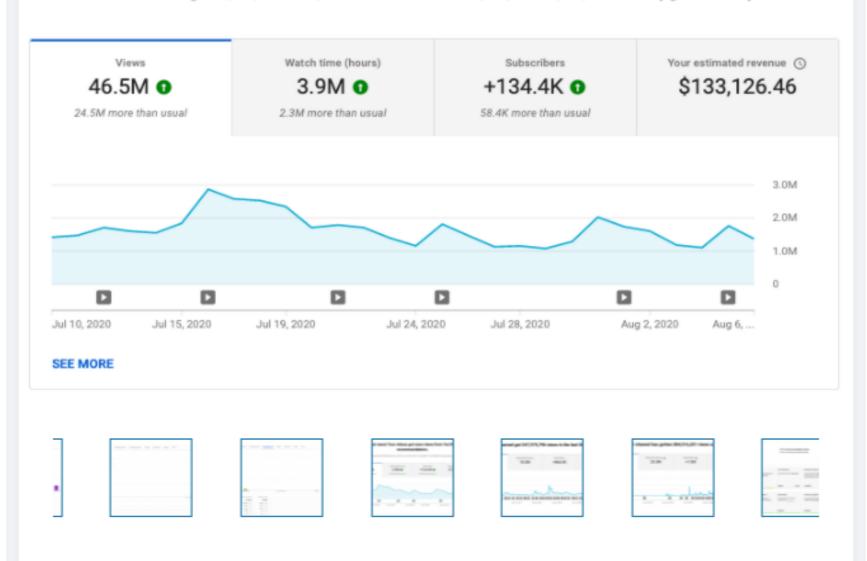
Monetized: Yes

Price: 534.000€



### Great news! Your videos got more views from YouTube recommendations.

Your channel got 46,496,328 views, which is more than the 12,160,000-21,970,000 it usually gets in 28 days



#### Price

534.000,00€

Monthly revenue: 133.000,00 €

Multiple: 4 ②

Monthly visits: 54.200.000

More info

#### Summary

Subscribers: 1.010.000

Monetized

Strikes: 0

Start date: 2017

Language: English

How to buy: Wire transfer

#### 

Vlogging Youtube Channel about Football with 294K subs for sale - Price: 2250€

☐ Youtube channel / Vlogging

This YouTube channel is a Vlogg and talks about the current world football and has a lot of gameplays of the

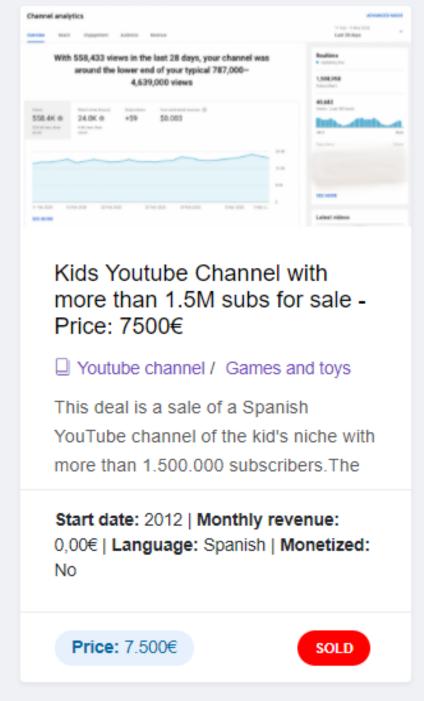
Start date: 2014 | Monthly revenue:

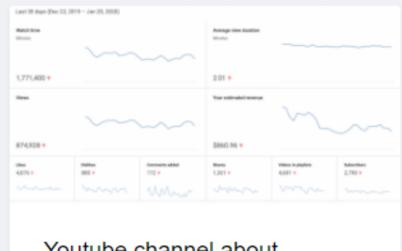
89,00€ | Language: Portuguese |

Monetized: Yes

Price: 2.250€







Youtube channel about Drawing with 148K subs for sale - Price: 15000€

Youtube channel / Tutorials

This YouTube Channel teaches you how to draw everyday stuff. With over 900 videos published and over 40

Start date: 2012 | Monthly revenue:

773,00€ | Language: English |

Monetized: Yes

Price: 15.000€

SOLD

STRATEGY 24/100 Min Mour YouTube Chamel

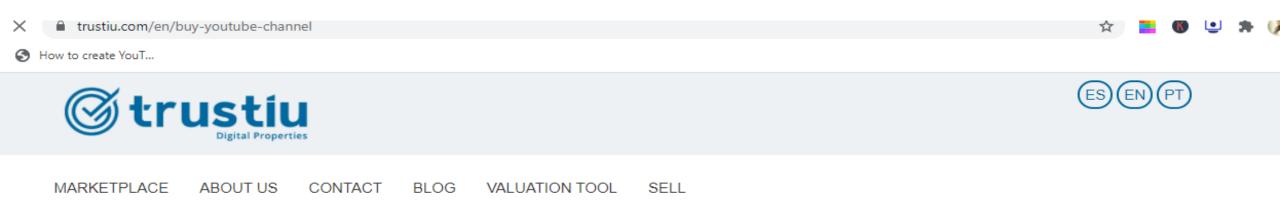




## **HOW TO SELL** You Tube **CHANNEL?**



## Go to <a href="https://www.trustiu.com/">https://www.trustiu.com/</a>



#### Youtube Channels for sale

Are you trying to **buy a YouTube channel?** You've come to the right place! On Trustiu we have several YouTube channels for sale, from channels with only a few subscribers to those earning tens of thousands of euros per month. There are more and more people living well from YouTube alone. However, starting a channel from scratch is not an easy task and this is why many people who want to start working on YouTube wish to buy a pre-existing **monetized YouTube channel**. Did you know that to monetize a YouTube channel you have to have at least 1,000 subscribers and 4,000 hours of views in the last 12 months? That's why many people give up after only a short time broadcasting on YouTube. If this is your case, don't worry. At Trustiu we have several solutions. Don't waste more time and find out about all the YouTube channels we have for sale.



## Click on sell





MARKETPLACE ABOUT US CONTACT BLOG VALUATION TOOL SELL

#### Free valuation

Name and contacts

Full name

Full name

Basic rules

Veracity of the data

All data you send to us Anust/be addurateous and true. Our team will confirm such

Email



### Fill name and contact details





MARKETPLACE ABOUTUS CONTACT BLOG VALUATION TOOL SELL

#### Free valuation

Email

Name and contacts

Full name

Basic rules

Veracity of the data

All data you send to us must/be accurate ws and true. Our team will confirm such



## Fill URL and description

#### Property name

Property URL

#### Property description

Tell us a little about your property, including how it came about, what content it includes, how much time you spend per week, etc.

Starting date of the business

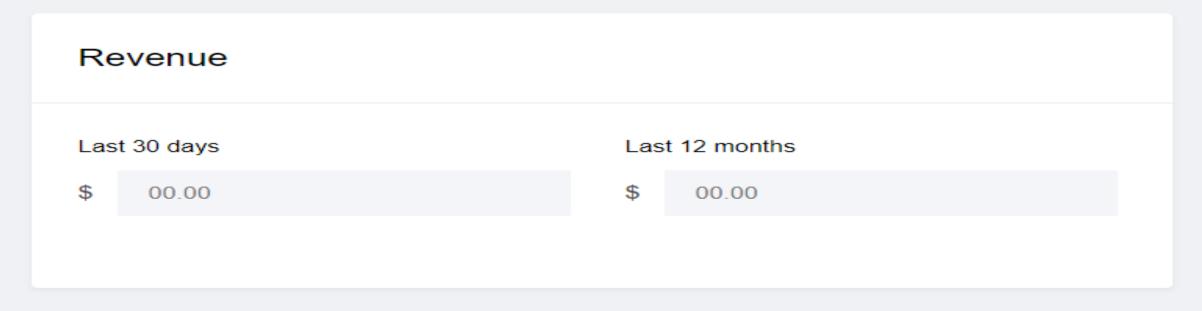
Don't worry. If at this moment you do not have all the data we ask, just send what you have. Our team will contact you shortly so that we can collect all relevant data and can deliver the best valuation possible.

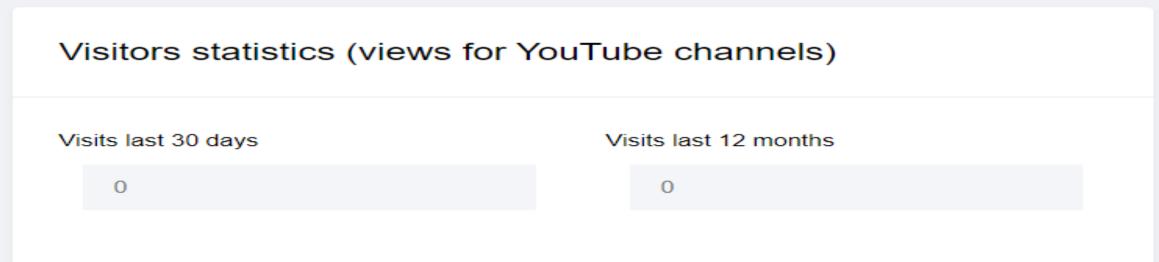
## Starting date and monetization mode

Starting date of	the husin	<b>D</b> SS				
otarting date of	tho basin	000				
Monetization						
☐ Ecommerce	□Ads	□AdSense	Affiliate	□ SaaS	Subscriptions	

## Technology Do you have access to Google Analytics for the property? YES Reason for the sale. Why do you want to sell?

### Fill revenue and visitors





## Submit the form

☐ I have read and accept the privacy policy

Trustiu Network collects personal data for internal use only. Your data will not be transferred to third parties without your prior authorization in any case. In accordance with the law of 8 December 1992, you may request access to the database containing your personal data and change this information at any time by contacting Trustiu Network SL (support@trustiu.com)

Request valuation

## THEY WILL VALUATE AND EMAIL YOU





