



Informal Business Valuation
Buy-Sell Review

Protect your future
with complimentary
business planning



If you were forced to transition your business today, would you be ready?

Life is unpredictable and can cause your plans to shift rapidly. That is why it is important for business owners to start planning today. Planning helps reduce risk of the unknown that could greatly impact the future of your business.

Know the value of your business

The starting point for any business planning is figuring out what you have. Understanding the value of your business interest will help guide what buy-sell terms are needed and prepare you for estate planning.

Know the terms of your buy-sell agreements

Buy-sell agreements are unique to each business and should address:

- Triggering events (retirement, death, disability, etc.).
- Who can purchase or receive your business interest.
- Price, funding, and terms of sale.
- Business continuation so employees and customers are protected during transition.

Make sure your plan works

Too often buy-sell agreements have buyout terms that do not align with the cash flow of the business putting the future of the business in jeopardy. A well-reviewed and funded plan helps to:

- Ensure owners/heirs receive a fair price for their business interest at a triggering event.
- Reduce delays resulting in minimal business disruption.
- Assure remaining owners are paying a fair price.

Start with a complimentary review

Nationwide's business planning services are designed to ensure you feel confident that your buy-sell agreement aligns with your goals and objectives. Our team of experts are here to support you with:

- **Informal business valuation**- Based on common valuation methods and industry knowledge.
- **Buy-sell review and assistance**- Does your agreement fit your needs?



These resources are designed to empower and enhance your discussions with your local legal and tax professionals, not replace them. These reports are designed to point out potential issues and raise items for consideration and are not designed or intended to replace a certified appraisal of your business or legal/tax professional work.

Let's get started together



Step 1. Gather your documents

To complete a quality and timely informal business valuation and/or buy-sell agreement review is data. This data includes:

- **Nationwide business valuation fact finder-** This easy to use, one-page document provides data on your business and is a critical first step to completing a business valuation.
- **Financial documents-** Provide 2-3 years' worth of financial documents for review. This includes financial statements (balance sheets, income statements, etc.) or federal business tax returns. Also, please note any discrepancies within these documents (FMV of real estate, large cash draws for retiring owners, etc.)
- **Agreements-** Formal buy-sell agreements, operating agreements or bylaws can indicate how your business interest will transition.



Step 2. Your individualized reports

Nationwide's team of professionals will work to review and analysis the documents you submitted to provide the following reports back to you:

- **Informal business valuation-** The informal business valuation will show five common valuation methodologies used in valuing businesses. Accompanying this valuation will be actions items, strategies to improve business value and any estate or business planning goals.
- **Buy-sell review and assistance-** This review will detail your current agreement provisions that address your triggering events related to transitioning your business interest. This review will also provide items to consider which can be shared with your local legal and tax professionals to align your documents with your goals and objectives.



Step 3. Review and discuss next steps

Your financial professional will review the reports with you (which may include a call from the Nationwide professional that prepared your report). During this discussion your financial professional will review the items for consideration and build out a map detailing out next steps. These next steps should be reviewed with your local tax and legal professionals to ensure proper changes are made to your business plans.



For more information |



Contact your financial professional or
visit nationwide.com



Nationwide®

• Not a deposit • Not FDIC or NCUSIF insured • Not guaranteed by the institution • Not insured by any federal government agency • May lose value

Nationwide and its representatives do not give legal or tax advice; you should consult your legal or tax advisor for answers to specific tax questions. Life insurance issued by Nationwide Life Insurance Company or Nationwide Life and Annuity Insurance Company, Columbus, Ohio. The general distributor is Nationwide Investment Services Corporation, member FINRA.

Nationwide, Nationwide Financial Network, Nationwide is on your side and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2012 – 2019 Nationwide