



Business succession

Business valuation  
fact finder

# A strong succession plan starts here

Knowing the value of your business is critical in any plan for business succession. Please provide the following information and return to your Nationwide® wholesaler for assistance with your business succession and valuation planning assessment.

Producer name \_\_\_\_\_

Producer contact information \_\_\_\_\_

Business name/owner \_\_\_\_\_

Business type \_\_\_\_\_

## ***General qualifications***

Goodwill of business assumed to last 5 years after change of ownership unless otherwise indicated \_\_\_\_\_ years.

Taxation and form of business: If LLC, check here  and please also check form of taxation.

C Corporation  S Corporation  Partnership  Sole Proprietorship

Client's estimate of business value: \$ \_\_\_\_\_ Near term annual growth rate assumed  
10% unless otherwise indicated \_\_\_\_\_ %

Attach the most recent two/three years of income statements and balance sheets, or two/three full years of company tax returns with any adjustment to book value.

Please note any significant discrepancies on your balance sheet that are not accounted for within your business returns that may either effect book value or cash flows (e.g. FMV of real estate, unforeseen claim against the business, owner retirement, etc.)

---

---

## ***Plans for business succession***

What do you want the ownership to be in \_\_\_\_\_ years? \_\_\_\_\_

Who/how will your company be managed in \_\_\_\_\_ years? \_\_\_\_\_

How much annual cash flow would you be able to budget toward a succession plan? \$ \_\_\_\_\_

Is there an existing buy/sell agreement?  Yes  No

If yes, what type?  Cross purchase  Entity  Other \_\_\_\_\_

How is it funded? \_\_\_\_\_

Would you like a review of your current buy/sell agreement?  Yes  No

If yes, please include a copy of your business' governing document with this fact finder (e.g. shareholders agreement, partnership agreement, operating agreement, etc.).

## Current ownership

This section is **required** to complete the evaluation illustration.

Name	Sex M/F	Birth date (m/d/y)	Ownership %	Annual salary (W2 or guaranteed payment)	Replacement salary <sup>1</sup>	Individual tax bracket %
_____	_____	_____	_____	_____	_____	_____
Tobacco: Yes No Preferred: Yes No	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
Tobacco: Yes No Preferred: Yes No	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
Tobacco: Yes No Preferred: Yes No	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
Tobacco: Yes No Preferred: Yes No	_____	_____	_____	_____	_____	_____
Identify owners or key people who are related by blood or marriage:	<hr/> <hr/>					

<sup>1</sup> For a variety of reasons, a business owner may choose to over- or undercompensate him- or herself. If a nonowner was hired to perform a majority of the functions that the owner(s) presently performs, what annual salary would have to be paid to the nonowner manager?

**When your client has business succession planning needs, complete this fact finder and contact your Nationwide wholesaler or our Sales Center to discuss your case at:**



National Sales Desk 1-800-321-6064

Nationwide Financial Network® 1-877-223-0795

Brokerage General Agents (BGAs) 1-888-767-7373

TDD Services 1-800-238-3035



- 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