



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 ¹	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						
_____ Tobacco: Yes No Preferred: Yes No						

Identify owners or key people who are related by blood or marriage:

¹ 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



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