



Complete this form and return it to:
businesslegacy@nationwide.com

Business valuation fact finder

Knowing the value of a business is critical in any plan for business succession. Please provide the following information and return this form to Nationwide®. For assistance with your client's business succession and valuation planning assessment, please contact your wholesaler.

Contact information (must be completed)

Financial professional name _____

Financial professional contact information _____

Business name/owner _____

Business type _____

General qualifications

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 2 to 3 years of income statements and balance sheets or 2 to 3 full years of company tax returns with any adjustment to book value.

Please note any significant discrepancies on the balance sheet that are not accounted for within the 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 does your client want the ownership to be in _____ years? _____

How/by whom will the company be managed in _____ years? _____

How much annual cash flow is able to be budgeted 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? _____

Is a professional review of the current buy/sell agreement needed? Yes No

If yes, please include a copy of the business's 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 (mm/dd/yyyy)	Ownership %	Annual salary (W2 or guaranteed payment)	Replacement salary ¹	Individual tax bracket %
<div><div></div><div>Tobacco: Yes No Preferred: Yes No</div></div>						
<div><div></div><div>Tobacco: Yes No Preferred: Yes No</div></div>						
<div><div></div><div>Tobacco: Yes No Preferred: Yes No</div></div>						
<div><div></div><div>Tobacco: Yes No Preferred: Yes No</div></div>						
<div><div></div><div>Tobacco: Yes No Preferred: Yes No</div></div>						

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 one of our Solutions Centers to discuss your case.



National Sales Desk: 1-800-321-6064
Brokerage General Agents (BGAs): 1-888-767-7373
TDD Services: 1-800-238-3035

