

## **Business valuation fact finder**

Contact information (must be completed)

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.

Attach the most recent 2 to 3 years of income statements and balance she of company tax returns with any adjustment to book value.  Please note any significant discrepancies on the balance sheet that are not the business returns that may either effect book value or cash flows (e.g., 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 please there are existing buy/sell agreement? Yes No  If yes, what type? Cross-purchase Entity Other	eck form of taxation. e proprietorship al growth rate assume rwise indicated: %
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How is it funded?	
Is a professional review of the current buy/sell agreement needed? Yes	'es No

## **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 salary¹	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:												

<sup>&</sup>lt;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 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



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