



Nationwide[®]
is on your side

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 _____

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 _____%

Business assets

Cash \$ _____

Receivables \$ _____

Equipment \$ _____

Real estate \$ _____
(fair market value)

Other \$ _____

Total assets \$ _____

Business debt

Short and Long-term \$ _____

Other \$ _____

Total debt \$ _____

REQUIRED
Net book value \$ _____
(assets minus debts)

Average taxable income \$ _____
for last three years*

* Sole Proprietorship: Form 1040, Sched. C, Line 31
C Corp: Form 1120, Line 31
S Corp: Form 1120S, Line 22; adjusted for Form 1120S, Sched. K, Items 2-12d
Partnership: Form 1065, Line 22; adjusted for Form 1065, Sched. K, Items 2-13d

Goodwill of business

Goodwill of business assumed to last 5 years after change of ownership unless otherwise indicated
_____ years

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? _____

Current ownership

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

Name	Sex M/F	Birth date (m/d/y)	Corporate ownership %	Annual salary (W2)	Replacement salary ¹	Individual tax bracket %

Tobacco: <input type="checkbox"/> Yes <input type="checkbox"/> No Preferred: <input type="checkbox"/> Yes <input type="checkbox"/> No						

Tobacco: <input type="checkbox"/> Yes <input type="checkbox"/> No Preferred: <input type="checkbox"/> Yes <input type="checkbox"/> No						

Tobacco: <input type="checkbox"/> Yes <input type="checkbox"/> No Preferred: <input type="checkbox"/> Yes <input type="checkbox"/> No						

Tobacco: <input type="checkbox"/> Yes <input type="checkbox"/> No Preferred: <input type="checkbox"/> Yes <input type="checkbox"/> No						

Tobacco: <input type="checkbox"/> Yes <input type="checkbox"/> No Preferred: <input type="checkbox"/> Yes <input type="checkbox"/> 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? If a professional manager was hired to replace this owner, how much would the professional manager have to be paid?



When your client has business succession planning needs, complete this fact finder and contact your Nationwide wholesaler or Nationwide Business Solutions Group to discuss your case at 1-877-351-8808.



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.

Products 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 is on your side and the Nationwide N and Eagle are service marks of Nationwide Mutual Insurance Company. © 2012 - 2017 Nationwide

NFM-2832M1.4 (03/17)