



Business Continuation

Business Information

Name _____

Nature			
<input type="checkbox"/>	Agriculture, Forestry and Fishing	<input type="checkbox"/>	Public Administration and Non-Classifiable
<input type="checkbox"/>	Construction	<input type="checkbox"/>	Retail Trade
<input type="checkbox"/>	Equipment	<input type="checkbox"/>	Services
<input type="checkbox"/>	Finance, Insurance and Real Estate	<input type="checkbox"/>	Transportation, Communication and Electric
<input type="checkbox"/>	Manufacturing	<input type="checkbox"/>	Unknown
<input type="checkbox"/>	Mining	<input type="checkbox"/>	Wholesale Trade
<input type="checkbox"/>	Other		

(The information in this field will not be used for any analytical purposes, but will appear in the presentation.)

Form					
<input type="checkbox"/>	Association	<input type="checkbox"/>	Non-Profit Organization (NPO)	<input type="checkbox"/>	S Corporation
<input type="checkbox"/>	C Corporation	<input type="checkbox"/>	Partnership	<input type="checkbox"/>	Sole Proprietorship
<input type="checkbox"/>	Charitable Organization	<input type="checkbox"/>	Personal Service Corporation	<input type="checkbox"/>	Unknown
<input type="checkbox"/>	Limited Liability Company (LLC)	<input type="checkbox"/>	Private Corporation		
<input type="checkbox"/>	Limited Liability Partnership (LLP)	<input type="checkbox"/>	Professional Corporation		
<input type="checkbox"/>	Limited Partnership (LP)	<input type="checkbox"/>	Public Corporation		

(Some solutions will not be available for some forms of business. In addition, this information will be included in the presentation so that legal and tax advisors can take into account the way the form of business affects taxation and precludes certain business solutions.)

Corporate Tax Bracket _____ % (The corporate tax bracket should be the marginal tax bracket at which to estimate the last corporate dollar being taxed.)

Annual Growth Rate _____ % (This number should represent the percentage of the average annual earnings. It will be used to reflect the growth rate for the immediate future.)

Value \$ _____ (See Below to Estimate Value using **Business Valuation**)

Business Valuation

Financial	
Book Value	\$ _____
Average annual earnings	\$ _____
Excess owner salary	\$ _____

Calculation		Discounts	
Annual growth rate	_____ %	Lack of marketability rate	_____ %
Capitalization rate	_____ %	Lack of control rate	_____ %
Fair rate of return	_____ %		
Goodwill multiplier	_____ years		
Forecast future earnings	_____ years		
Discount future earnings	_____ %		

Owners

Owner 1			
Name (First/Last)	_____	Birthdate	_____
Business Title	_____	Years to Retirement	_____
Cost Basis	\$ _____	Tax Bracket	_____ %
Who will continue each owner's business interest?			
<input type="checkbox"/> Co-owner			
Who is...	<input type="checkbox"/> Family	<input type="checkbox"/> Not family	
<input type="checkbox"/> Non-owner			
Who is...	<input type="checkbox"/> Family	<input type="checkbox"/> Not family	
<input type="checkbox"/> No one (liquidate business share)			

Available solutions:

Co-owner

- Cross Purchase
- CRT
- Entity Purchase
- FLP
- GRAT
- GRUT
- Installment Sale
- Private Annuity
- Section 303
- Stock Redemption
- Trusteed Cross Purchase
- Wait-and-See Buy-Sell Cross Purchase
- Wait-and-See Buy-Sell Entity Purchase

Non-owner

- CRT
- FLP
- Gift Business
- GRAT
- GRUT
- Installment Annuity
- Private Annuity
- Section 303
- Transfer, then Buy-Sell as Co-owner
- Unilateral Buy/Sell
- Will/Bequest Business

No one

- Wealth Replacement

Shrinkage due to liquidation _____ %

(When a business is liquidated, only the assets can be sold; owners cannot sell goodwill or the ongoing value of the business. Therefore, there is a certain amount of shrinkage. Also, those assets that are used when sold must be sold for less than their full value. The number in this field represents an estimated percentage of all shrinkage that occurs.)

Funding

Life Insurance

Initial face amount \$ _____

Initial annual premium \$ _____

Years to Pay

Owner 2

Name (First/Last) _____ Birthdate _____

Business Title _____ Years to Retirement _____

Cost Basis \$ _____ Tax Bracket _____ %

Who will continue each owner's business interest?

Co-owner

Who is... Family Not family

Non-owner

Who is... Family Not family

No one (liquidate business share)

Available solutions:

Co-owner

- Cross Purchase
- CRT
- Entity Purchase
- FLP
- GRAT
- GRUT
- Installment Sale
- Private Annuity
- Section 303
- Stock Redemption
- Trusteed Cross Purchase
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Non-owner

- CRT
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Funding

Life Insurance

Initial face amount \$ _____

Initial annual premium \$ _____

Years to Pay _____

Owner 3

Name (First/Last) _____ Birthdate _____

Business Title _____ Years to Retirement _____

Cost Basis \$ _____ Tax Bracket _____ %

Who will continue each owner's business interest?

Co-owner

Who is... Family Not family

Non-owner

Who is... Family Not family

No one (liquidate business share)

Available solutions:

Co-owner

- Cross Purchase
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Funding

Life Insurance

Initial face amount \$ _____

Initial annual premium \$ _____

Years to Pay _____

Owner 4

Name (First/Last) _____ Birthdate _____

Business Title _____ Years to Retirement _____

Cost Basis \$ _____ Tax Bracket _____ %

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Initial face amount \$ _____

Initial annual premium \$ _____

Years to Pay

Funding

Assumptions	
Borrow*	
Assumptions:	
Duration _____ years	Interest rate _____ %
*Assumptions are used to calculate the total loan payments for ALL owners.	
Sinking Fund*	
Assumptions:	
Interest rate _____ %	Tax bracket _____ %
*Assumptions are used to calculate annual deposits for ALL owners.	

Future Value

Estimate the future value	
Years to project _____	(Allows you to use funding options based on the future value of the business and owner shares.)

