

Questionnaire

FEASIBILITY QUESTIONNAIRE

Name of Business: _____
Website: www. _____
Bus.Address: _____ City _____, Zip _____
Phone: () _____ - _____

Year Company was Founded: _____, Fiscal Year End: _____

Legal Structure: S-Corp C-Corp LLC Professional Corp Other: _____
Your Product or Service offered _____

Where Products Sold: (check all that apply)
Local Statewide Nationwide International, if so, where?

Full-time Employees: _____ (1000+ hours)
Annual Payroll: \$ _____, # Union Employees: _____, Union Payroll: \$ _____
Annual Revenue Current Year: _____
Previous Year: _____
Pre-Tax Earnings Current Year: _____
Pre-Tax Previous Year: _____
Estimated Fair Market Value of Business: _____
Estimated Annual Revenue Growth in next 5 years: _____ %
Book Value: _____
Long Term Debt: _____
Current Debt: _____
Current Receivables: _____
Average Age Of Receivables: _____
Available Bank Credit Line: _____
Other adjustments/considerations to financial position which impact value?

Company Owner Information
Stockholder (First Name, Last Initial Only)
Date of Birth #
Shares Held _____
% Ownership: _____

Please indicate any other important personal or corporate objectives:

Please provide the following corporate and personal information regarding succession: YES
NO

A. Does the company have solid management that could run the company in the absence of the current owner?

B. Does a "Buy-Sell" Agreement exist? If yes, what is the amount funded?

At Death \$ _____

At Disability \$ _____

C. Are the owner's children potential successors?

D. Are any other relatives employed by the company?

Do you have an Existing Qualified Employee Benefit Plan: (Check appropriate line/fill in info)?

?? Defined Benefit Pension Plan Assets \$ _____

Annual Contribution \$ _____

?? Profit Sharing Plan Assets \$ _____

Annual Contribution \$ _____

?? 401(K) Assets \$ _____

Corporate Match _____ %

?? SEP IRA Corporate Match _____ %

?? Other: _____

Corporate Match _____ %

Please indicate which of the following are important personal and corporate objectives
(Use a range of 1 to 5. Indicate high priority with a "1" and low priority with a "5".)

_____ Save on corporate income taxes

_____ Acquire another company

_____ Save on personal income taxes for shareholder(s)

_____ Acquire additional equipment/assets with pre-tax funds

_____ Cash out one or more shareholders

_____ Attract and retain key employees

_____ Owner wishes to retire: (<1yr. / 5 years / 10 years / 15+ years)

_____ Refinance company debt (tax deductible principal and interest)

_____ Owner wishes to pass company on to relatives

_____ Increase employee productivity

_____ Sell/merge the company without major tax consequences

_____ Increase company profitability

_____ Create private market for company stock

_____ Improve employee benefits

_____ Go Public

_____ Reduce cost of employee benefits

Please provide employee information below
(or provide company census):

EMPLOYEE INFORMATION
DATE OF DATE OF ANNUAL

	BIRTH	HIRE	SALARY/WAGE	TITLE/POSITION
1.			\$	
2.				
3.				
4.				
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