



## ARE OUR SERVICES RIGHT FOR YOU

### Do you know...

|        |                                                                                                                               |                              |                             |
|--------|-------------------------------------------------------------------------------------------------------------------------------|------------------------------|-----------------------------|
| 1.     | When you want to be totally out of your business                                                                              | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 2.     | What your business is worth to a lender, investor, or qualified buyer                                                         | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 3.     | If your source(s) of information is accurate and current                                                                      | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 4.     | If your business is worth as much as it could be and what it would require to increase value                                  | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 5.     | How to minimize taxes due when you sell                                                                                       | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 6.     | How you will exit (even if that day is 10 years away)                                                                         | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
|        | Such as: Sell to third party • Transfer to employees • Transfer to family • Transfer to ESOP • Transfer to a charitable trust |                              |                             |
| 7.     | How much cash after – tax you will need in order to accomplish your personal goals                                            | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 8.     | If your business is well - positioned so that your exit outcome will meet your personal goals                                 | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 9.     | How to transfer the business to family and still have the lifestyle you desire                                                | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 10.    | How to identify and negotiate with a third party and still keep your business running and growing                             | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 11.    | How to invest the net proceeds to provide the life style you envision                                                         | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 12.    | Whom to entrust your serious money to after you exit                                                                          | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 13.    | How to reduce estate tax and maximize the transfer of wealth to the next generation                                           | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 14.    | How to retain key people to maintain the value of your business                                                               | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 15.    | What you wish to do after you exit and the capital it will require                                                            | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 16.    | If your plan for your business, should something unexpected happen to you, is realistic                                       | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 17.    | If your family could pay estate taxes without selling the business                                                            | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| 18.    | If you could continue with the lifestyle that you envision if you were to become disabled, without selling the business       | <input type="checkbox"/> Yes | <input type="checkbox"/> No |
| Totals |                                                                                                                               | ___ Yes                      | ___ No                      |

If you answered “Yes” to at least 17 of the above questions, you stand a good chance of experiencing a successful business transition, but might benefit from some assistance.

If you answered “Yes” to less than 17 of the above questions, we recommend that you call us today at 214-692-9192 to schedule a complimentary meeting to learn how we can help you grow your business and protect your wealth.