



Confidential Transfer-of-Ownership Analysis

Prepared for:

Provided by:

9. If the ownership interest held by a business associate will not pass by contract or by Will to you:
- a. Would you be willing to be in business with your business associate's heirs (you may do all the work and get only part of the profits)? Yes No
 - b. Would you agree to take in an outsider (inexperienced, untried)? Yes No
 - c. If you are not willing to do any of these things, are you prepared to:
 - Bargain for your dead business associate's interest? Yes No
 - Liquidate the business, if no agreement can be reached? Yes No
 - d. If you are willing to run these risks, how will you raise the purchase price?
 - From capital? _____
 - By borrowing? _____
 - Through life insurance? _____

10. If your business associate's interest will pass to you:
- a. Is there a formal ownership transfer agreement (buy-sell)? Yes No
 - b. When was the agreement signed?
 - c. By whom was it drawn?
 - d. When was it last reviewed?
 - e. Does it provide specific performance? Yes No
 - f. How is the purchase price determined?
 - g. How is any balance that may be due payable?
 - h. Must your business associate give you first option to buy if he or she decides to sell while living? Yes No
 - i. Does the agreement cover the risk of permanent disability? Yes No
 - j. How do you plan to have the purchase price on hand when needed?
 - From capital? _____
 - By borrowing? _____
 - Through life insurance? _____

- k. If through life insurance:
 - On whose life is the insurance?
 - Who pays the premium?
 - Who is the beneficiary?
 - Who holds the policy?
 - Who owns the policy?

11. When may I review your:

- Articles of partnership or Articles of incorporation? _____
- Buy-sell agreement? _____
- Will? _____
- Balance sheets? _____
- Income statements? _____
- Tax returns? _____

NOTES:

This fact finder serves to help identify your financial needs and priorities and may be used in developing proposed solutions consistent with your needs and objectives. In completing this fact finder, you are entrusting our organization with certain personal and confidential financial data. We recognize that our relationship with you is based on trust and we hold ourselves to the highest standards in the safekeeping and use of your confidential information.

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