

Company

Full legal name of company: _____

Primary business activity: _____

Date of company's inception: _____ Number of employees _____

Type of business entity:

☐ C Corporation
 ☐ S Corporation
 ☐ General Partnership
 ☐ Limited Partnership
 ☐ LLC

Company Financial Data

Value of company: _____	Average gross revenue: _____
Projected growth rate: _____	When was value determined: _____
How was value determined: _____	Date of selection (if an S corp): _____
Tax rate (if a C Corp): _____	AAA account (if an S Corp): _____
AE&P account (if an S Corp): _____	

Goals/Objectives for the Company

	Very Important	Important	Not Important
Position the company for success in the hands of successor			
Maximize the company's fair market value			
Retain company ownership throughout your lifetime			
Sell the company at or above fair market value			
Maintain the company at its current state without growing/expanding			

Ownership Information

Name	Age	Active/ Inactive	Voting %	Non-Voting %	Salary	Distributions

Family Members Employed by Company

Name	Age	Relationship	Position	Salary

Succession Planning

(If a succession plan is currently in place)

Is a written plan in place: _____ Date executed: _____

Describe the current plan: _____

Company value per the plan: _____ Plan funding: _____

Impediments to the current plan: _____

(If no succession plan is currently in place)

Which options would you like to learn more about:

☐ Transfer to family members
 ☐ Employee buyout
 ☐ Sale to co-owners
 ☐ Sale to outside parties
 ☐ Liquidation

Current Life Insurance

Company/ Policy Type	Insured	Owner	Beneficiary	Cash Value	Death Benefit	Purpose (key person, buy- sell, NQDC)

Retirement Plan

Describe your current Company Retirement Plan Package (if offered):

Key Employees/Executives

Name	Salary	Role	Time with Company	Age (approximate)

Advisors

Business Insurance Advisor/Group: _____

Business Accountant: _____

Payroll? (*internal, external, group*): _____

Business Attorney: _____

Business Banker: _____

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This fact-finder is intended to gather initial information in the financial planning process. Please note that if you decide to engage in any software-base financial planning process, you may need to also complete the applicable questionnaire. At implementation, if any, a separate application and/or Investor Profile will need to be submitted for any financial or insurance product you ultimately decide to purchase and will result in their own suitability and underwriting analyses. In the event that there is an inconsistency between the information you provided in this material and application/investor Profile, the information in the application/Investor Profile shall govern. SMRU #4987803.2