

PROJECT YOUR GOALS

Life Plan Inventory

Prepared for
Cumby, Spencer & Associates



Life Plan Inventory

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: _____

Projected growth rate: _____

How was value determined: _____

Tax rate (if a C Corp): _____

AE&P account (if an S Corp): _____

Average gross revenue: _____

When was value determined: _____

Date of S election (if an S Corp): _____

AAA 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 generation.			
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 option 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 Planning

Annual retirement income need: _____

Age to exit business: _____

Annual rate of growth for all assets: _____

Personal tax rate: _____

Social Security income: _____

Non-business income available in retirement: _____

Is business primary source of income: _____

Annual rate of inflation: _____

Value of other retirement assets: _____

Age Social Security income begins: _____

Age non-business income begins: _____

Key Employees/Executives

Name	Salary	Cost to Replace	Revenue Growth with Employee	Revenue Growth Without Employee	Time to Replace	Starting Salary of Replacement

Current benefits provided to all employees: _____

Current benefits provided to key employees/executives: _____

(For key employee calculator)

Operating margin (if non-sales employee): _____ Gross profit margin (if sales employee): _____

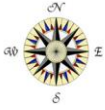
Checklist of Information Required for an Estimation of Value or Marketability Assessment

The following is a checklist of the information needed to complete either an Estimation of Value by The Nautilus Group or a Marketability Assessment by Adams Capital. As mentioned below, the Marketability Assessment Tool is not necessary to have an Estimation of Value done.

- A completed Marketability Assessment Tool (this only applies when having a Marketability Assessment done).
- The past five years of financial statements (balance sheet and income statement).
- The most recent available financials.
- If available, a financial forecast or projections for the company.
- Legal documents (i.e., by-laws, operating agreement, partnership agreement, and shareholders agreement).
- Any background information to help understand the company (if there is a website that will be very useful).
- Any other information that will be helpful in understanding the company.

Please remember that the more information provided, the more detailed analysis of the company can be performed by The Nautilus Group and Adams Capital.

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Bruce Cumby is the President of Cumby, Spencer & Associates Financial Group. For more than 35 years, he has developed a niche for working with pre- and post-retirement Baby Boomer and business owner clients. Bruce specializes in designing comprehensive, holistic solutions for his client's retirement planning, estate planning, wealth management, and business succession needs, as well as executive and employee compensation and benefits. He focuses on clarifying his clients' goals while creating a road map for their success. He attended St. Joseph's University and earned a Master of Science in Financial Services from the American College.

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