

Valuation fact finder

in collaboration with BizEquity



Wealth
Management

Please provide the last three years of federal tax returns
(Forms 1065, 1120, 1120S or schedule C).

1. Basic information	
Business name	
Industry name or NAICS code	ZIP code
2. Type of entity (select one)	
<input type="checkbox"/> C-corp <input type="checkbox"/> S-corp <input type="checkbox"/> LLC <input type="checkbox"/> Partnership	<input type="checkbox"/> Sole proprietorship <input type="checkbox"/> Other <input type="checkbox"/> Professional corporations
3. Tax return form (select one)	
<input type="checkbox"/> Form 1120 <input type="checkbox"/> Form 1120S	<input type="checkbox"/> Form 1040C <input type="checkbox"/> Form 1065
4. Business growth	
Projected revenue growth (annualized growth rate percentage): _____ %	
Long-term EBITDA margin percentage: _____ %	Percent of business recurring: _____ %
Do you have intellectual property, including trade secrets or patents? <input type="checkbox"/> Yes <input type="checkbox"/> No (select one)	
5. Business operations	
Percentage of sales from top three customers _____ %	
Projected profit and revenue impact if owner exited business (select one)	
<input type="checkbox"/> Remain the same <input type="checkbox"/> Decline minimally	<input type="checkbox"/> Fall substantially <input type="checkbox"/> Plummet
Do you rent or own? <input type="checkbox"/> Rent <input type="checkbox"/> Own (select one)	

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If you own instead of rent, please complete this section.			
What is the fair market value of your property?		What is the remaining mortgage on the property?	
Is the property owned by this entity? If yes, what would the true market level monthly rent be?			
Is the property owned by a second entity with common ownership? If yes, what is the current monthly rent paid to the second entity?			
What would the true market level monthly rent be?			
If you rent instead of own, please complete this section.			
Is rent paid to an independent third party? If yes, what is your monthly rent?			
Is rent paid to an entity that you own or are affiliated with? If yes, what is the current monthly rent you are paying?			
What would the true market level monthly rent be?			
6. Additional information			
Were there any one-time, nonrecurring, unusual, or extraordinary expenses or revenues generated during the past three years? If so, please describe with dollar amounts included.			
Are there any contingent liabilities facing the company? If so, please describe with dollar amounts included.			
7. Primary owner compensation			
Total annual compensation.	Current year	Prior year	Two years ago

Note: In multi-owner businesses, the “primary owner” is typically the individual most likely to be replaced by a hypothetical buyer and may also be identified by reviewing factors such as ownership percentages, historical compensation, and total work effort. Please include ALL compensation, benefits and perks paid to the primary owner above. This can include items such as W-2 wages, insurance, discretionary expenses, etc. If any family members/related parties receive compensation, please include the total amount here. If there are multiple related members, please total all compensation paid to all related members.

What’s next?

Once we receive your completed form, we will schedule time to discuss your business valuation and its implications with you.



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