



## QUESTIONNAIRE

# Business Succession Fact Finder

### Key question:

Have steps been identified to transfer the business to others at a fair price?

### 1. How is your business organized for tax purposes?

- Sole proprietorship
- S corporation
- LLC taxed as a corporation
- LLC taxed as a partnership
- C corporation
- Professional corporation  
C corporation
- Tax exempt
- Partnership
- Professional corporation  
S corporation

### 2. How many owners or shareholders? What are the owner percentages, ages and family relationships?

Name	Ownership percentage	Age	Family relationship
1.			
2.			
3.			
4.			
5.			
6.			

Are there family members of any of the owners working as employees of the business?  Yes  No

Who should acquire the interest of a departing owner? (complete for each owner)

- Remaining owners
- Business
- Combination
- Outside buyer
- Owner's family member(s)

### 3. Do the owners desire to add a retirement income objective to the strategy? Yes No

