

Business Name: _____

Completed By: _____

All Accuracy Check answers must be provided to receive an accurate analysis.

<p><u>Shareholder Pay</u></p> <p>Were salaries, bonuses, and/or commissions paid to shareholders during the past 5 fiscal years?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, please indicate the approximate average annual compensation paid to all shareholders (excluding dividends)</p> <p>\$ _____</p> <p>If yes, please indicate what it would cost, to the best of your knowledge, to replace the time and skill sets of all shareholders in the organization (annually).</p> <p>\$ _____</p> <p>If No, continue to the next question.</p>
<p><u>Rent</u></p> <p>Does your business pay rent below market value for any reason?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, what is the current (below market) annual rental amount?</p> <p>\$ _____</p> <p>To the best of your knowledge, what would be the accurate annual market rate rent?</p> <p>\$ _____</p> <p>If No, continue to the next question.</p>
<p><u>Real Estate Assets</u></p> <p>Did the business own any land and/or buildings (in the operating Company) as of the end of the most recent fiscal year?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, please indicate the difference between the netbook value and the fair market value (i.e. how much more you could sell this for) of the land and building - to the best of your knowledge.</p> <p>\$ _____</p> <p>If No, continue to the next question.</p>
<p><u>Equipment Assets</u></p> <p>Does the business own any other assets (i.e. furniture, equipment, computer hardware etc.) as of the most recent fiscal year-end?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, please indicate the difference between the netbook value and the fair market value (i.e. how much you could sell this for) of all of your equipment - to the best of your knowledge.</p> <p>\$ _____</p> <p>If No, continue to the next question.</p>
<p><u>Non-Operating Assets</u></p> <p>Excluding land and building, what is the net book value (i.e. after amortization) of any assets not required to operate the business (i.e. luxury cars, boats, etc.)? Land and building are considered separately.</p>	<p>\$ _____</p>	

<p><u>Personal Expenses</u></p> <p>Are you running any personal expenses through the business (e.g. memberships, personal vehicle, personal meals, etc.)?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, what is the approximate annual amount of personal expenses? \$ _____</p> <p>If No, continue to the next question.</p>
<p><u>One-Time Expenses</u></p> <p>Were there any one-time expenses incurred in the most recent fiscal year (e.g. severance, legal fees, any expenses unlikely to recur in future years)?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, please provide the total amount of one-time expenses that occurred in the most recent fiscal year. \$ _____</p> <p>If No, continue to the next question.</p>
<p><u>One-Time Revenues and Contracts</u></p> <p>Were there any one-time revenues and/or contracts in the most recent fiscal year (e.g. large contracts you don't expect to ever happen again)?</p>	<p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>	<p>If yes, what was the total amount of those one-time revenues and/or contracts that occurred in the most recent fiscal year? \$ _____</p> <p>If No, continue to the next question.</p>
<p><u>Capital Expenditures</u></p> <p>How much do you spend annually on capital expenditures (e.g. vehicles, equipment, property) to keep your business running?</p>	<p>\$ _____</p>	