

Financial Services Questionnaire

Please take a moment to complete this questionnaire.

Your answers will help us determine your needs for additional financial services.

Business name: _____

Owner(s): _____

C Corporation S Corporation Sole Proprietor

Partnership LLC

Year business started: _____ Number of employees: _____

Fiscal year end: _____

Exit Planning and Wealth Transfer

	Yes	No	Not Sure
I have made plans to transfer the business to family members or business partners.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our business has a formal written buy-sell agreement.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My business agreements have been reviewed within the past 24 months.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Our buy-sell is funded to cover death, disability and retirement.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The fair market value of the business has been calculated in the past 24 months.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My estate planning documents (will/trusts) have been reviewed in the past 24 months.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I have estimated my total settlement costs (probate, estate tax and administration) in the past 24 months.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Employee Benefits — For All Employees

	Yes	No	Not Sure
My business has medical insurance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My business has group life insurance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My business has group disability insurance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My business has a retirement program.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am satisfied with the service and investment performance of our retirement program.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am satisfied with the level of benefits I will receive under our retirement program.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I am interested in allowing employees to pay for benefits with before-tax money.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Risk Management

	Yes	No	Not Sure
The loss of one or more key people would cause a hardship to my business.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I have key person insurance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I have made plans to ensure business expenses are paid if I become too sick or hurt to work.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Employee Benefits — Select Employees

	Yes	No	Not Sure
I would like to examine ways to enhance my retirement income.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I provide an additional retirement program for select employees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I provide additional life insurance for select employees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I provide additional disability income insurance for select employees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I believe my business is paying too much in taxes.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I would be interested in more information on attracting and keeping quality employees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
My personal life insurance plans have been reviewed in the past 24 months.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Discussion Priorities

Exit and Estate Planning

- Buy-sell review
- Valuation of business
- Estate tax analysis and review

Employee Benefits — All Employees

- Medical
- Disability
- Life
- Retirement

Risk Management

- Key employee insurance
- Disability business overhead expense insurance

Select Employees

- Retirement
- Survivor benefits
- Disability insurance
- Attracting and keeping quality employees



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