
Confidential Transfer-of-Ownership Analysis

Prepared for: _____

Prepared by: _____

Date: _____

Name of firm: _____
Address: _____
Telephone: _____
Type of business: _____

1. What are the names of your business associates? _____

2. What are their proportionate shares of ownership and profit? _____

3. What are their duties? _____

4. What are their ages? _____

5. What is their general health? _____

6. Any dependents (number and relationship)? _____

7. Do their wills dispose of their business interest? _____

8. To whom will their share of the business pass upon their deaths? _____

9. If the ownership interest held by a business associate will not pass by contract or by Will to you:
- Would you be willing to be in business with your business associate's heirs (you perhaps will do all the work and get only part of the profits)? _____
 - Would you agree to take in an outsider (inexperienced, untried)? _____
 - If you are not willing to do any of these things, are you prepared to:
Bargain for your dead business associate's interest? _____
Liquidate the business, if no agreement can be reached? _____
 - If you are willing to run these risks, how will you raise the purchase price?
From capital? _____
By borrowing? _____
Through life insurance? _____
10. If your business associate's interest will pass to you:
- Is there a formal ownership transfer agreement (buy-sell)? _____
 - When was the agreement signed? _____
 - By whom was it drawn? _____
 - When was it last reviewed? _____
 - Does it provide specific performance? _____
 - How is the purchase price determined? _____
 - How is any balance that may be due payable? _____
 - Must your business associate give you first option to buy if he or she decides to sell while living? _____
 - Does the agreement cover the hazard of permanent disability? _____
 - How do you plan to have the purchase price on hand when needed?
From capital? _____
By borrowing? _____
Through life insurance? _____
 - If through life insurance:
On whose life is the insurance? _____
Who pays the premium? _____
Who is the beneficiary? _____
Who holds the policy? _____
Who owns the policy? _____

11. When may I examine your:

- Articles of partnership or Articles of incorporation? _____
- Buy-sell agreement? _____
- Will? _____
- Balance sheets? _____
- Income statements? _____
- Tax returns? _____

NOTES: _____

