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| **Business owner retirement analysis**Request for proposal |

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| Date: |       |  |  |
| Principal agency/BGA partner office name and number\*: |       |
| \*Proposals will not be provided without an indication of a valid Principal agency or BGA partner relationship. |

**Financial professional & proposal delivery information**

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| Name and designations: |       |
| Email: |       | Phone: |       |
| Name and designations: |       |
| Email: |       | Phone: |       |
| **Principal wholesaler:** |       |
| Should anyone else (Financial professional or BGA) receive this proposal? If so, please provide: |
| Name: |       |
| Email address: |       |

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| **Please allow 5 business days from receipt of RFP on all proposals.****Questions** can be sent to newrfps@exchange.principal.com or **call** 1-833-803-8345.**Email RFP** to newrfps@exchange.principal.com or **fax RFP** to Case Design Team, 866-946-3209. |

**Client information**

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| Business/organization name: |       | Issue state: |       |
| Business structure: | [ ]  Corporation | [ ]  LLC | [ ]  Partnership |
|  |  Taxed as:[ ]  C corporation[ ]  S corporation | Taxed as:[ ]  Partnership[ ]  C corporation[ ]  S corporation | [ ]  Sole proprietorship[ ]  Not-for-profit organization |
| Owner name: |       | Owner date of birth: |       |
| Estimated value of business (if known): | $      | Your percentage of ownership: |      % |
| Has Principal already performed an informal business valuation? [ ]  Yes, value = | $      | [ ]  No |

**Business transition information**

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| To whom do you plan to transition your business? (mark all that apply) |
| [ ]  Co-owner [ ]  Key employee [ ]  Third party [ ]  Family member [ ]  Employee stock ownership plan (ESOP) [ ]  Unsure |
| In how many years do you plan to transfer your business? |     |
| How do you plan to transition your business? |
| [ ]  Sell for lump sum [ ]  Transfer with installment note [ ]  Transfer with interest-only note[ ]  Gift [ ]  Bequest [ ]  Combination of gift, sale and bequest [ ]  Unsure |
| Transition details: |  |
| Desired future sale price: | $      | Seller’s capital gains tax rate: |      % |
| Down payment: | $      | Note term: |       years |
| Seller’s basis: | $      | Note interest rate: |      % |
| Seller’s income tax rate: |      % |  |  |
| Do you have a buy-sell agreement documenting your transition plans? | [ ]  Yes [ ]  No |
| Do you have a plan in place to protect your successor? | [ ]  Yes [ ]  No |

**Retirement information**

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| Planned retirement age: |       | Plan for retirement income to last until age: |       |
| Current annual income: | $      |
| Desired retirement replacement ratio: | [ ]  50% [ ]  60% [ ]  70% [ ]  80% [ ]  90% [ ]  100% |
| Annual Social Security estimate: | $      | Begin at age: |       |
| (If not provided, will estimate based on Social Security maximums.) |
| Rental income: | $      | Business income: | $      |
| Annual pension estimate: | $      | Begin at age: |       |
| Annual after-tax annuity estimate: | $      | Begin at age: |       |
| Annual tax-free life insurance income estimate: | $      | Begin at age: |       | End at age: |       |
| Qualified plan and taxable IRA balance: | $      | Annual contributions: | $      |
| Roth IRA balance: | $      | Annual contributions: | $      |

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| Investment account balance: | $      | Annual contributions: | $      |
| Annual deferred compensation distributions: | $      | Begin at age: |       | End at age: |       |
| Other income: | $      |  |  |

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| *Assumptions:* All calculations will assume a pre-retirement rate of return of 7.0%, a post-retirement rate of  |
| return of 6.0% and a 2.5% inflation factor. Note any desired changes:  |       |