

Agricultural planning fact finder

This fact-finding form is designed to assist you in uncovering your needs as an agricultural business owner. Once you've completed this assessment, please review it with your financial professional who can assist you in discovering product solutions to help meet your financial goals. Often overlooked, succession planning is one of the most critical aspects of business planning, especially for family-owned businesses. It can help ensure an orderly transition upon the death, disability, retirement or withdrawal of any of the business owners, partners or shareholders. Planning properly puts the owners in control and leaves the courts out of decisions that might not be best for the farm or ranch.

Business information

Business name _____ Primary contact _____

Type of operation _____

Phone _____ Email _____

Address _____ City _____ State _____ ZIP _____

Number of years in business _____ Entity type and taxation _____

Total number of employees _____ Part-time employees _____

Number of key employees _____

Owner information

Name	Role	Age/DOB	Gender	Ownership %
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Family information (family members who have ownership or interest in the business – now or in the future)

Name	Active or Nonactive ¹	Age/DOB	Gender	Ownership %
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¹ An active family member is one who participates in the day-to-day activities of the business and is a key decision-maker on plans for the business's future. A nonactive family member is not involved in the activities or decision-making of the business.

Goal ranking

Identify three to five goals below and rank them in order of importance with "1" as the most important.

Rank Goal

- _____ Reduce estate taxation
- _____ Transition the farm or ranch
- _____ Protect the farm from creditors, divorce, family disputes, etc.
- _____ Reduce income taxation
- _____ Expand the operations to support future family needs
- _____ Provide for spouse/family in the event of death/disability and long-term care
- _____ Make charitable gifts
- _____ Take care of aging parents
- _____ Retire at a predetermined age
- _____ Save a certain amount of money
- _____ Finalize my estate plan
- _____ Pay off debts
- _____ Pay for family education, weddings, down payment on a home, etc.
- _____ Mentor the next generation
- _____ Find a successor
- _____ Other _____

Goals

1. How would you like your farm — ranch along with nonagricultural related assets — to be distributed at death?
2. Do you have any concerns or special requests for your family?
(For example: child with disabilities, emotional/economic maturity of child, divorce, etc.)
3. Who do you desire to take over the farming operation?
4. What do you want your estate plan to do for you and your family?

Not a deposit
Not FDIC-insured
Not insured by any federal government agency
Not guaranteed by any bank or savings association
May go down in value



Reach out to your financial professional to discuss your planning needs.

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