

# Could you benefit from our business planning services?

Requesting complimentary services from Principal® can be that first simple step to helping you secure your financial future. Not sure if taking this step is right for you? Take a couple minutes to answer these questions.

## Ready to request services?

You need to know informal business valuations are not available for the following:

- Farms/ranches
- Real estate holding companies
- Businesses with commission as the primary revenue
- Small real estate agencies
- Rental properties, such as B&Bs and hotels
- Companies engaging in criminal activity
- Companies with gross revenue less than \$500,000
- Businesses in the process of being sold

Gather the information below and submit this completed form along with your most recent **three full years of tax returns** and/or your **buy-sell agreement** (or any other document that includes buy-sell provisions).

- 1a. Business name: \_\_\_\_\_
- 1b. Where is your business headquartered? (State) \_\_\_\_\_
- 1c. Owner(s): Name Age/DOB Ownership %
- #1 \_\_\_\_\_
- #2 \_\_\_\_\_
- #3 \_\_\_\_\_
- #4 \_\_\_\_\_
- 1d. Children of owners: \_\_\_\_\_
- Number in business: \_\_\_\_\_
- Outside of business: \_\_\_\_\_
2. Total number of employees: ☐ 0-10 ☐ 11-50
- ☐ 51-100 ☐ 101-200 ☐ 201-1,000 ☐ 1,001+
3. When do you intend to sell/transfer your business?
- ☐ In the next year or two years ☐ Within 2-5 years;
- ☐ In 5 - 10 years; ☐ More than 10 years from now
- 4a. To whom do you intend to transfer the business?
- ☐ Third party ☐ Co-owner
- ☐ Key employee ☐ Family
- 4b. If transferring to family, do you intend to transfer by:
- ☐ Sale ☐ Gift
- ☐ Inheritance ☐ Unsure
- 4c. Do you have a buy-sell agreement? ☐ Yes ☐ No
- If yes, please provide a copy of the agreement if you would like a complimentary review.**

## Financial professional and proposal delivery information

Proposals will NOT be provided without an indication of a valid Principal agency, or BGA office number, and/or bank/wire relationship.

5. Principal agency/BGA office name and number: \_\_\_\_\_
6. Principal wholesaler \_\_\_\_\_
7. Financial professional: Name and designations: \_\_\_\_\_
- Phone: \_\_\_\_\_ Email: \_\_\_\_\_
8. Should anyone else (financial professional or BGA) receive this proposal?
- Name: \_\_\_\_\_
- Email address: \_\_\_\_\_

## Submit your request

Financial professionals must submit form via email to [newrfps@exchange.principal.com](mailto:newrfps@exchange.principal.com) or fax to 866-946-3209. From receipt of completed RFP and all necessary documents, please allow 5-7 business days for Informal Business Valuations and up to 15 days for Buy-Sell Reviews. **Questions** can be sent to [newrfps@principal.com](mailto:newrfps@principal.com) or call **833-803-8345**.

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