
Key Employee Valuation Data

Personal

Date 10/30/2021

Business Name:

Company contact:

Average book value of assets (last 3-5 years):

Marginal tax bracket (combined state, fed & local):

Alternative investment rate (after-tax):

Business Loan

Interest rate: %

Term 5

Sinking fund

Interest rate: %

Term 3

Interest is deductible

Income

Base year

Year ends 10/30/2021

Gross sales \$

Net income

After-tax base year: \$

After-tax 4 years ago: \$

After-tax 2 years ago: \$

After-tax 5 years ago: \$

After-tax 3 years ago: \$

Growth rate for projections: %

Balance Sheet

Item	Gross	Adjustments
Current Assets	\$	\$
Fixed Assets	\$	\$
Other Assets	\$	\$
Current Liabilities	\$	\$
Long term Liabilities	\$	\$

Projections

Owner's estimate of whole business value: \$

Long term growth rate for value of business: %

Industry average rate of return for similar business: %

Key Employee Valuation Data

Employees

Name	Annual salary	Contribution to Profit	Years to Protect	Hiring costs	Inducement costs	Training costs	Opportunity Costs
	\$	%		\$	\$	\$	\$
	\$	%		\$	\$	\$	\$
	\$	%		\$	\$	\$	\$
	\$	%		\$	\$	\$	\$
	\$	%		\$	\$	\$	\$

Insurance solution

Employee Name	Face Amount	Monthly Premium	Years to Pay
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	
	\$	\$	

Assumptions

Installment Payments to Heirs

Interest rate: _____ %
 Term: _____ 5

Interest is deductible

Full years goodwill is expected to last: _____

Riskfree rate: _____ %
 Shilt's risk premium: _____ %
 Ownership premium (+) or discount (-): _____ %

Business continuation valuation weights

Net asset method weight: _____ 1
 Discounted future earnings weight: _____ 1
 Treasure method weight: _____ 1
 Capitalization method weight: _____ 1