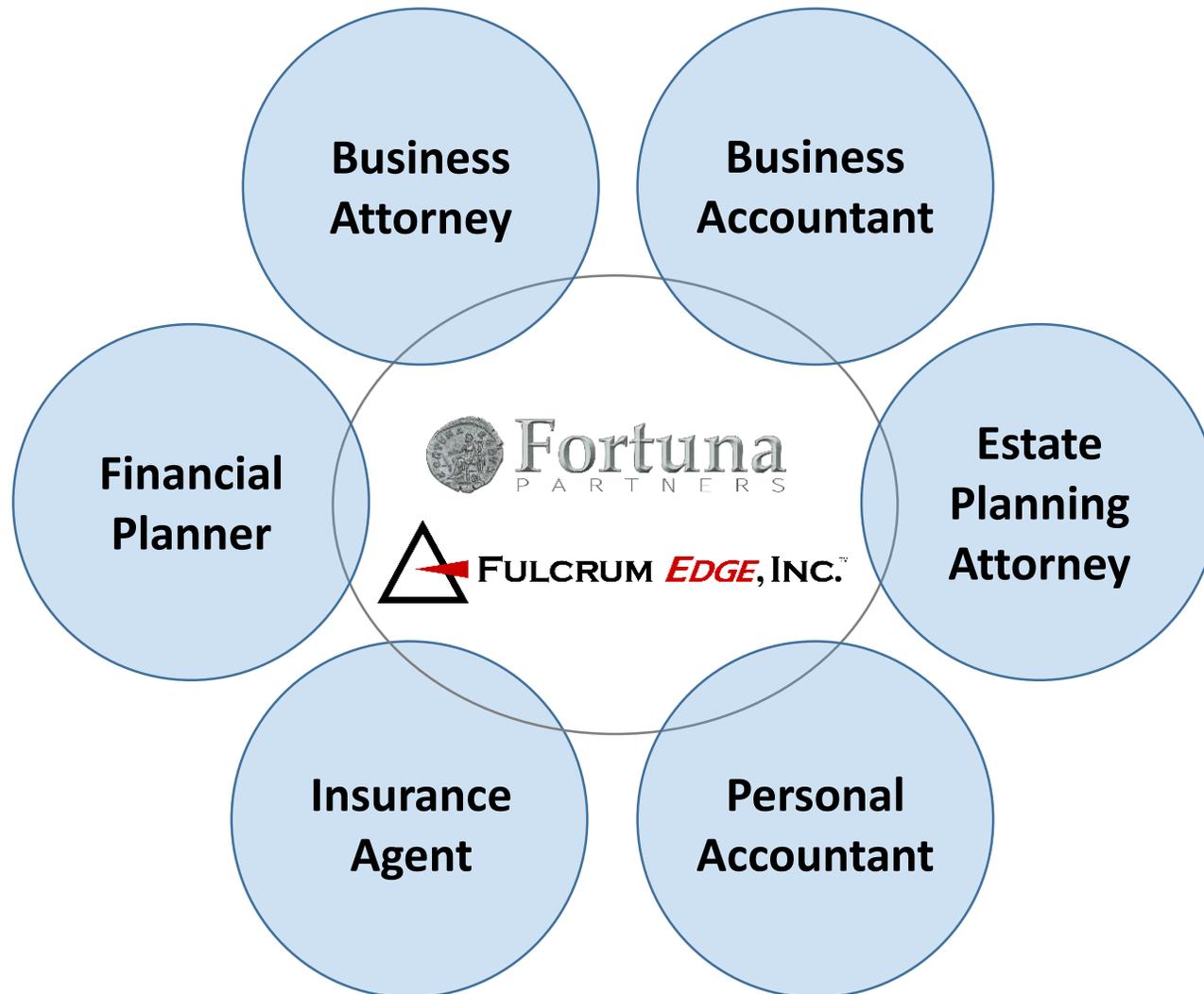


Business Succession and Estate Planning Analysis

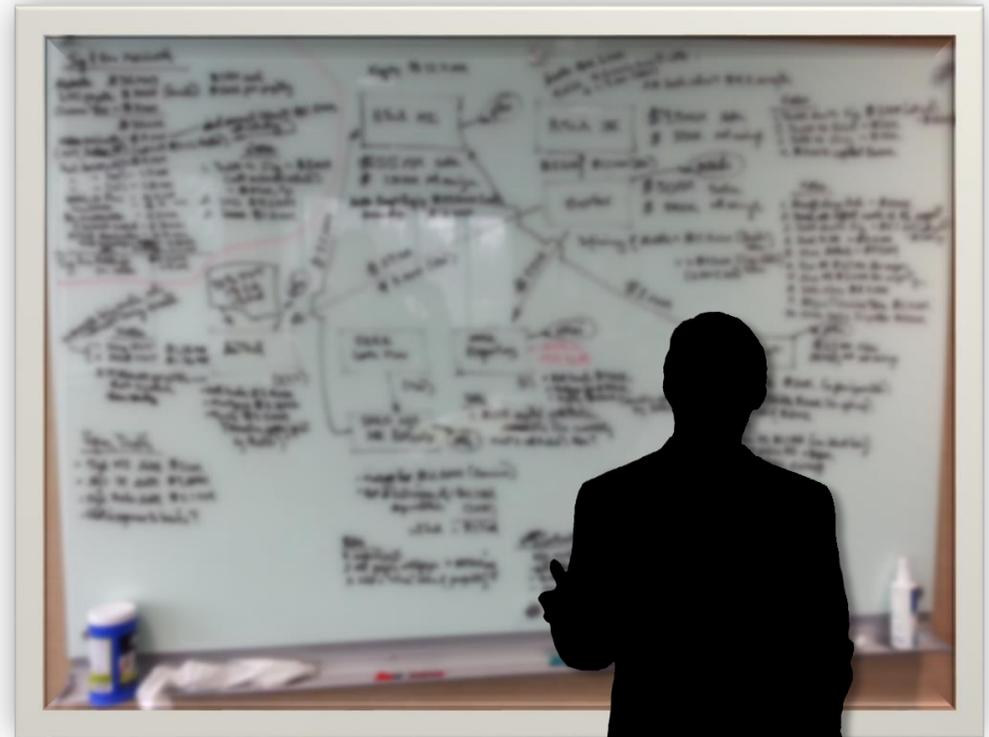
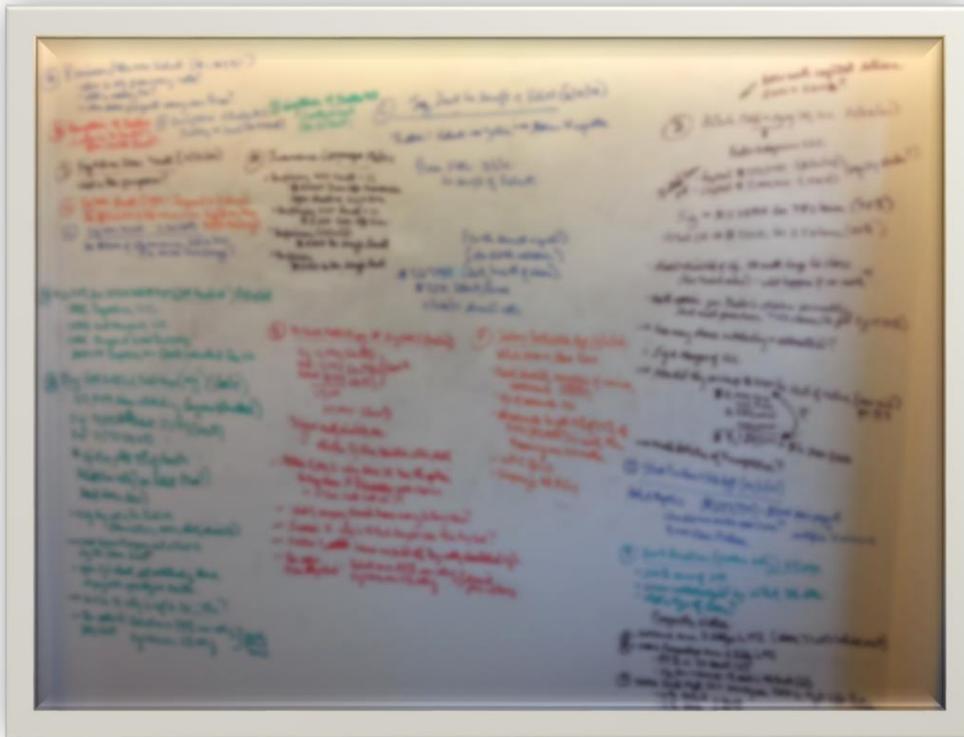


A multitude of information merged into **ONE COMPREHENSIVE PICTURE**



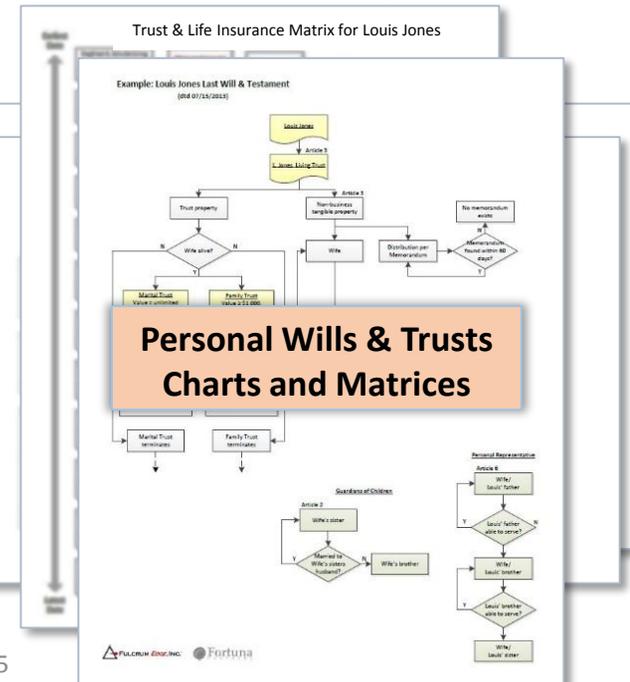
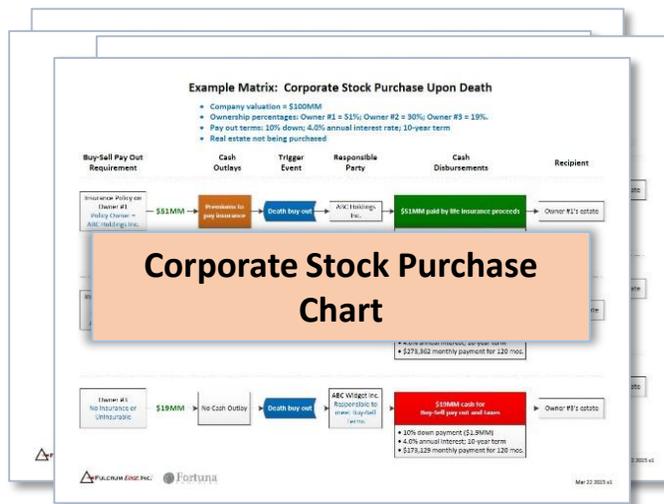
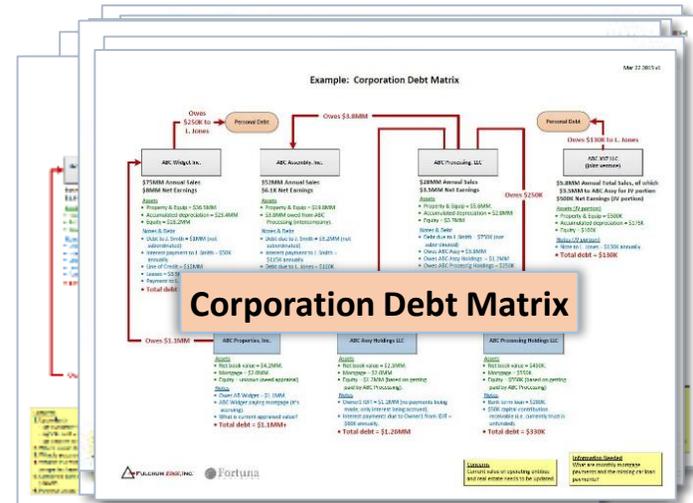
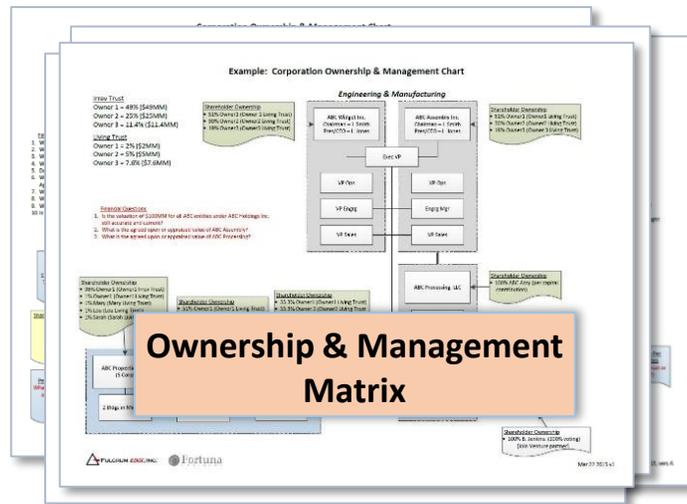
We capture the information from your cadre of experts and pull everything into an integrated picture of your business and personal holdings using a step-by-step process. Then we provide you with an analysis and recommendations to optimize your situation.

Step 1: We map out your company holdings



Step 3: We create a visual map of your business and personal holdings

We link all of your business and personal holdings to form a visual representation that is easy to understand and provides a complete picture of your business and estate.



Work Product Examples

Example: Corporation Ownership & Management Chart

Irrev Trust

Owner 1 = 49% (\$49MM)
 Owner 2 = 25% (\$25MM)
 Owner 3 = 11.4% (\$11.4MM)

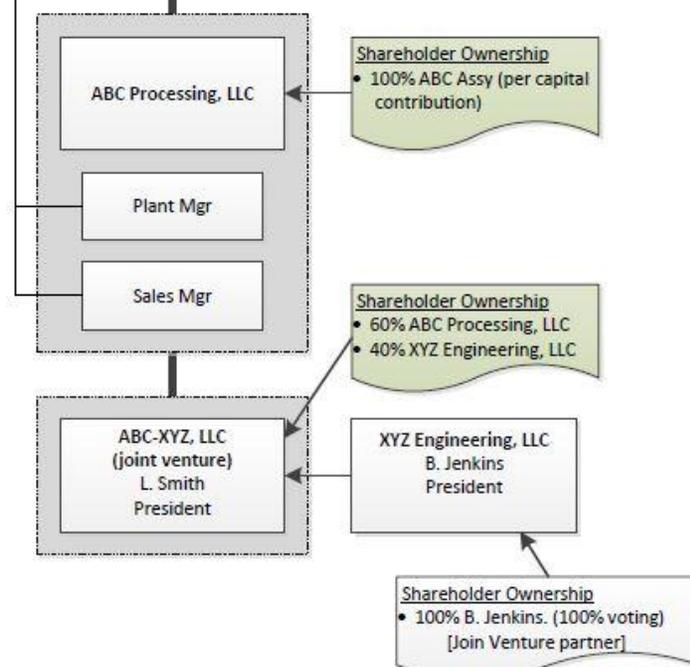
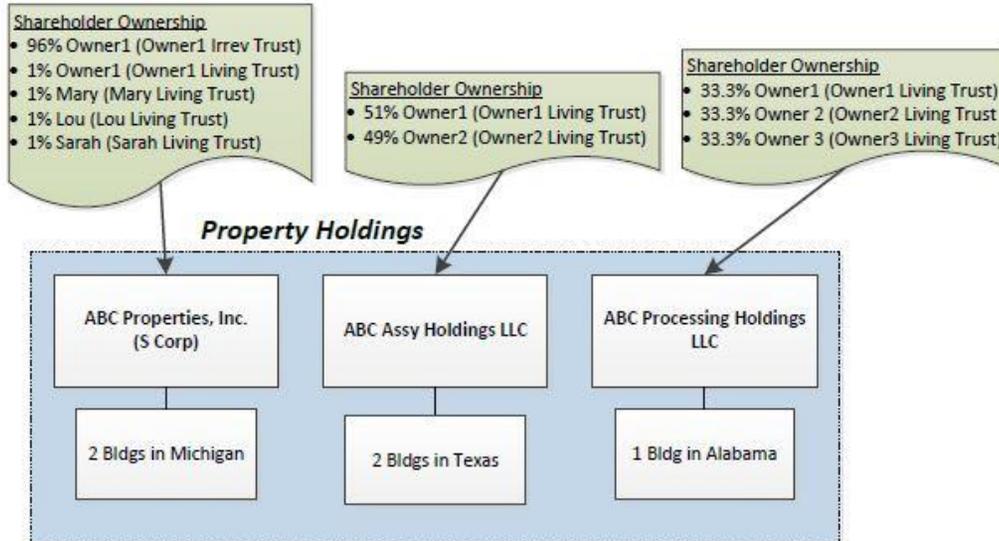
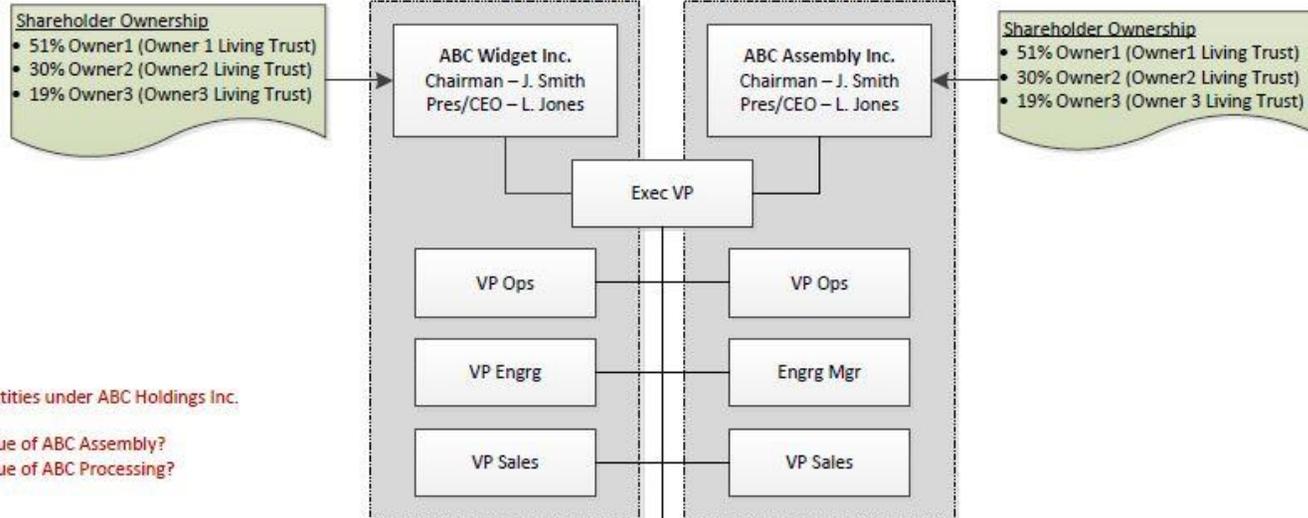
Living Trust

Owner 1 = 2% (\$2MM)
 Owner 2 = 5% (\$5MM)
 Owner 3 = 7.6% (\$7.6MM)

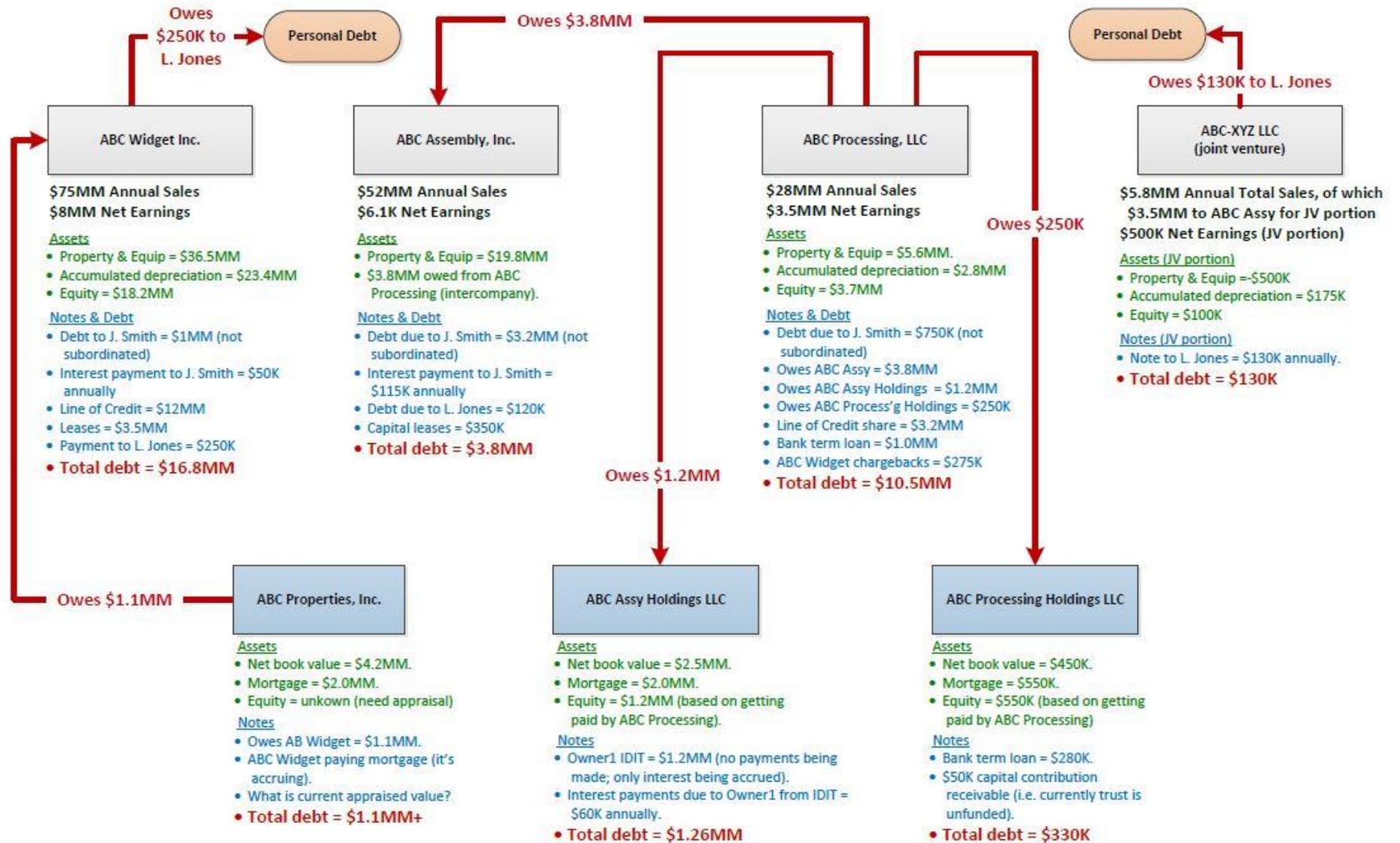
Financial Questions

1. Is the valuation of \$100MM for all ABC entities under ABC Holdings Inc. still accurate and current?
2. What is the agreed upon or appraised value of ABC Assembly?
3. What is the agreed upon or appraised value of ABC Processing?

Engineering & Manufacturing



Example: Corporation Debt Matrix



Concerns
Current value of operating entities and real estate needs to be updated.

Information Needed
What are monthly mortgage payments and the missing car loan payments?

Example: Corporate Leases

ABC Widget Inc.

Item	Lease No.	Start Date	Lessor	Lessee	Mo. Payment*	# of Mos	Total*	EOL Purch \$	Guarantor
Forklift (PN 64438)	LA585	12-Nov-10	Clark Lift	ABC Widget	\$900.11	60	\$54,006.60	\$1	ABC Widget
Forklift (PN 64438)	LA585	12-Nov-10	Clark Lift	ABC Widget	\$575.99	60	\$34,559.40	\$1	ABC Widget
Forklift (PN 64438)	LA585	12-Nov-11	Clark Lift	ABC Widget	\$575.99	60	\$34,559.40	\$1	ABC Widget
Forklift (PN 11-3314)	YZ1146	11-Jan-14	Yale Lift trucks	ABC Widget	\$576.00	60	\$34,560.00	\$1	ABC Widget
Horizontal Machining Center	100502	10-Feb-09	Makino	ABC Widget	\$22,051.24	60	\$1,147,500.00	\$1	ABC Widget
Injection Molding Machine	668811-3	12-Mar-09	Milacron	ABC Widget	\$6,546.31	72	\$381,280.00	\$1	ABC Widget
Vertical Machining Center	845570354	1-Jun-09	GE Capital	ABC Widget	\$8,617.34	72	\$540,500.00	\$121,613	ABC Widget
Ford Taurus (loan)		23-Dec-14	Ford Credit	ABC Widget	\$358.21	60	\$21,499.00	\$0	ABC Widget
Ford Taurus (loan)		23-Dec-14	Ford Credit	ABC Widget	\$358.31	60	\$21,499.00	\$0	ABC Widget
Ford F-150 (loan)		30-Dec-11	Ford Credit	ABC Widget	\$359.95	60	\$21,597.00	\$0	ABC Widget
Microsoft Service Provider	150690004	27-Jul-13	Microsoft/PNC	ABC Widget	\$992.41	36	\$31,286.72	\$0	ABC Widget
Makino Verti Mach Center	IND0980 (001)	5-Aug-11	T&C Credit	ABC Widget	\$3,586.41	72	\$206,750.00	\$1	ABC Widget, ABC Holdings
Makino Hori Mach Center	IND0980 (002)	24-Oct-11	T&C Credit	ABC Widget	\$7,306.26	72	\$418,465.00	\$1	ABC Widget
Ford Fusion (loan)		29-Oct-11	Ford Credit	ABC Widget	\$396.76	60	\$22,185.96	\$0	ABC Widget
Ford Fusion (loan)		29-Oct-11	Ford Credit	ABC Widget	\$387.37	60	\$22,156.39	\$0	ABC Widget
HP Server	90-0030056	31-Oct-11	HP/1st Nat'l	ABC Widget	\$736.30	36	\$23,215.00	\$0	ABC Widget
Ford Fusion (loan)		Nov-11	Ford Credit	ABC Widget	\$390.00	60	\$23,180.00	\$0	ABC Widget
Ford Fusion (loan)		Nov-11	Ford Credit	ABC Widget	\$390.00	60	\$23,180.00	\$0	ABC Widget, ABC Holdings
Microsoft Prof Services	150690	2-Dec-13	Microsoft/1st Nat'l	ABC Widget	\$1,244.49	36	\$39,238.75	\$0	ABC Widget, ABC Holdings
Grinder	2012518	1-Jun-12	GE Capital	ABC Widget	\$10,916.94	60	\$594,928.61	\$1	ABC Widget, ABC Holdings
Microsoft Prof Services	150703	31-Jan-13	Microsoft/1st Nat'l	ABC Widget	\$4,521.16	36	\$147,033.35	\$0	ABC Widget, ABC Holdings

Monthly Subtotal = **\$71,787.55**

\$3,843,180.18 = Subtotal

* Car lease numbers in italics are estimate.
Machining center lease numbers in italics do not include interest.

ABC Assembly Inc.

Item	Lease No.	Start Date	Lessor	Lessee	Mo. Payment	# of Mos	Total	EOL Purch \$	Guarantor
Injection Molding Machine	3528	5-Nov-10	J&M Acceptance	ABC Assy	\$8,295.00	60	\$456,380.00	\$1	ABC Assy

Monthly Subtotal = **\$8,295.00**

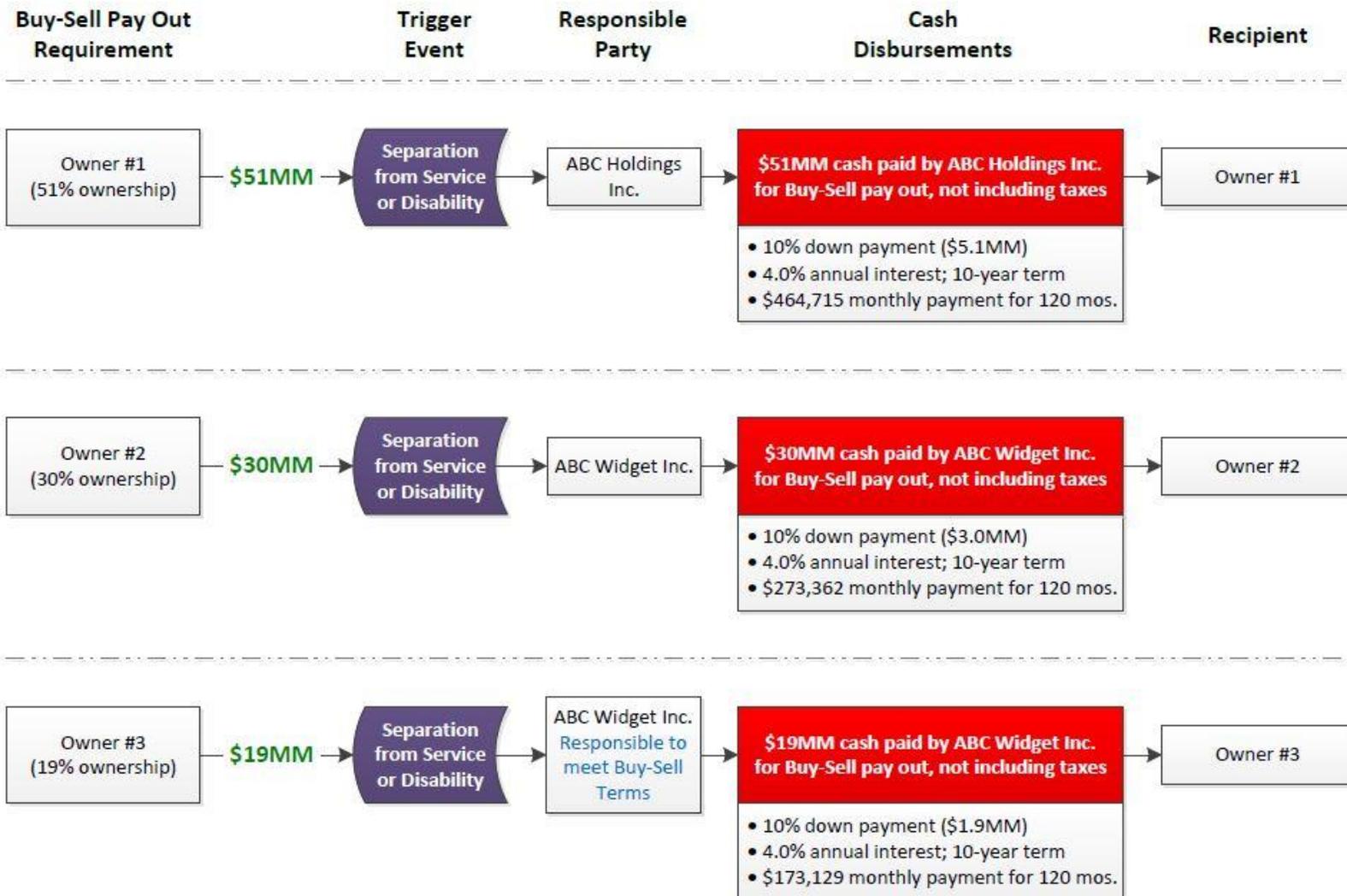
\$456,380.00 = Subtotal (not adjusted for remaining balance)

Monthly Grand Total = **\$80,082.55**

\$4,299,560.18 = Grand Total (not adjusted for remaining balance)

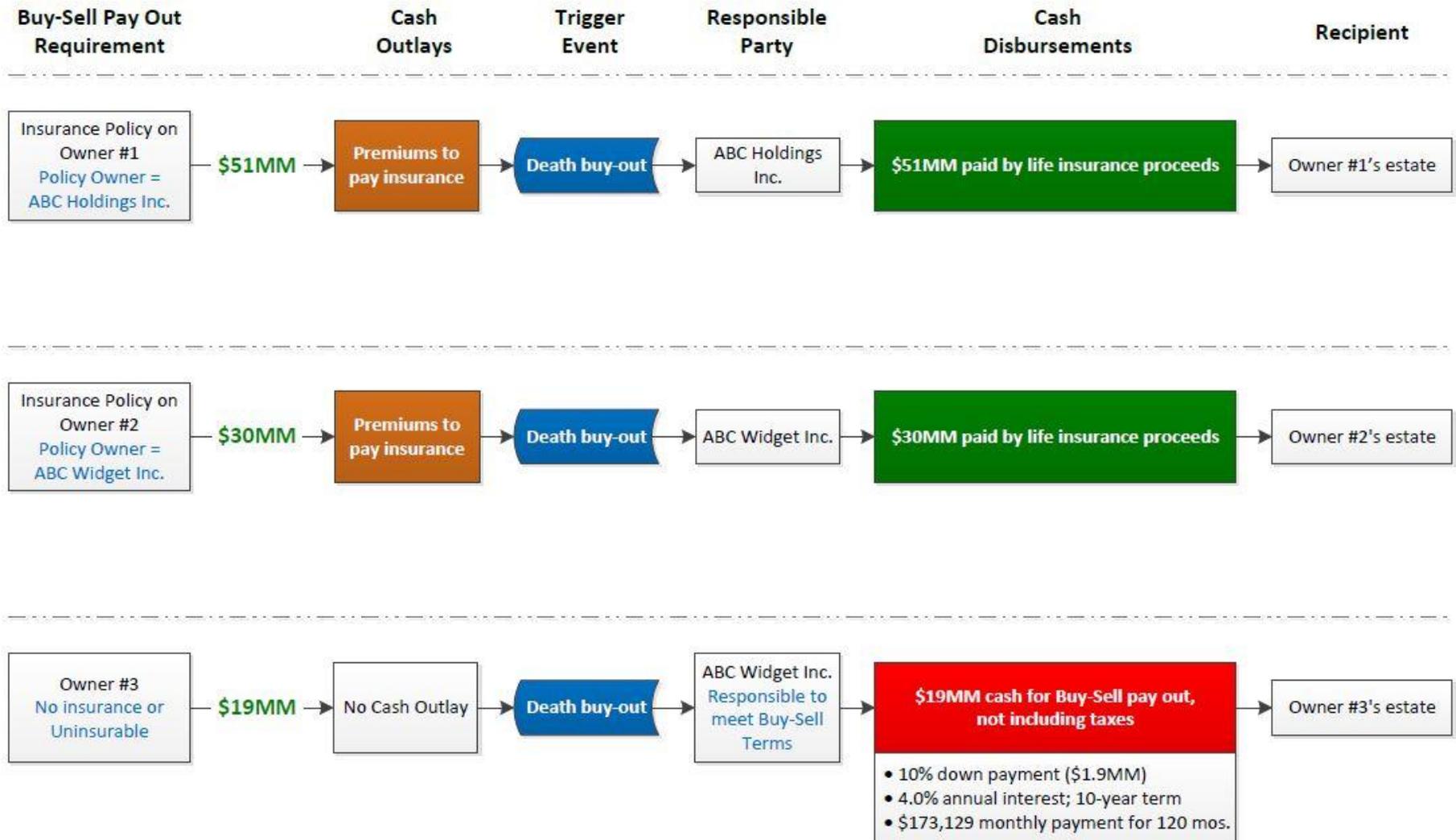
Example Matrix: Corporate Stock Purchase Upon Separation from Service or Disability

- Company valuation = \$100MM
- Ownership percentages: Owner #1 = 51%; Owner #2 = 30%; Owner #3 = 19%.
- Pay out terms: 10% down; 4.0% annual interest rate; 10-year term
- Real estate not being purchased

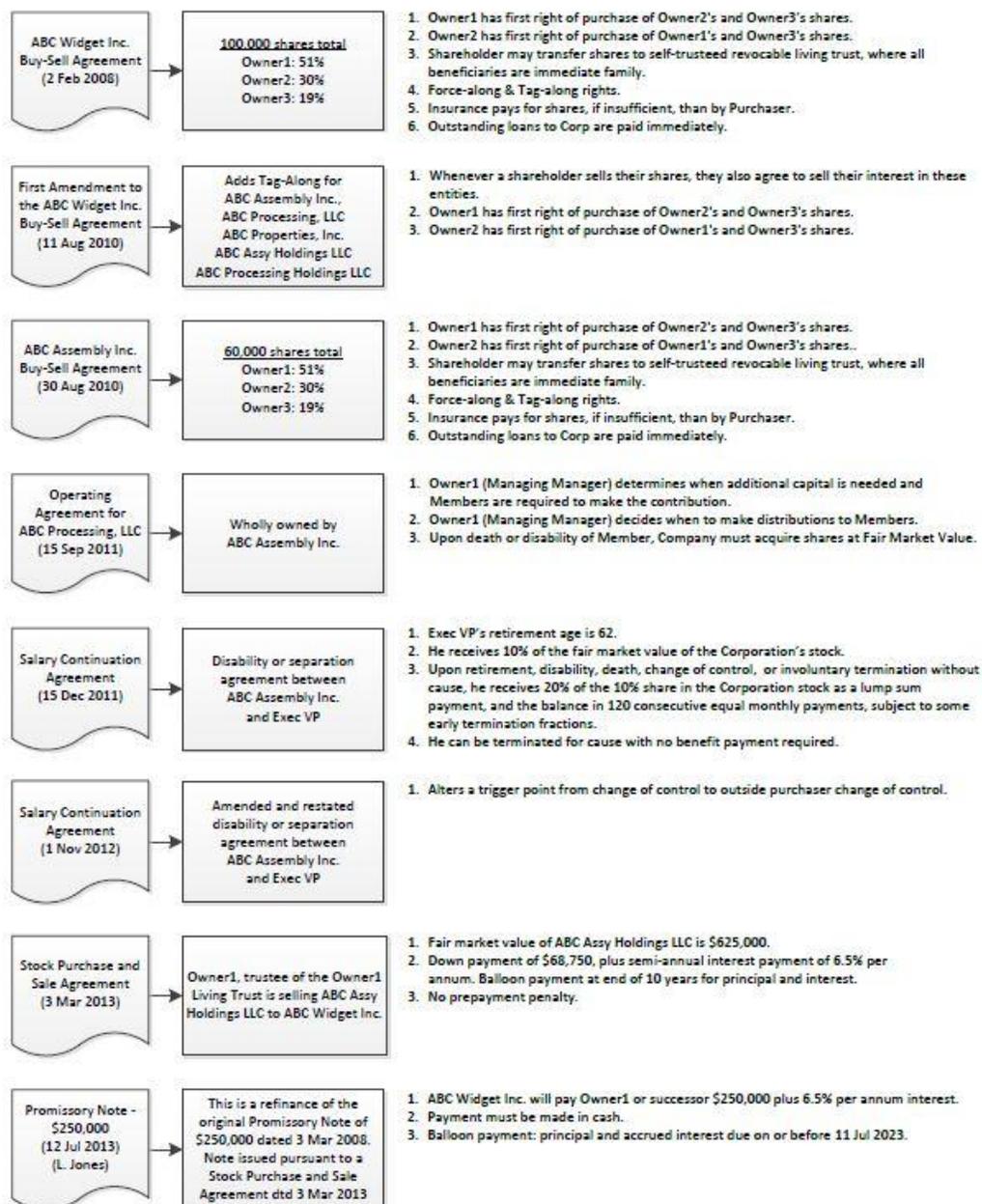


Example Matrix: Corporate Stock Purchase Upon Death

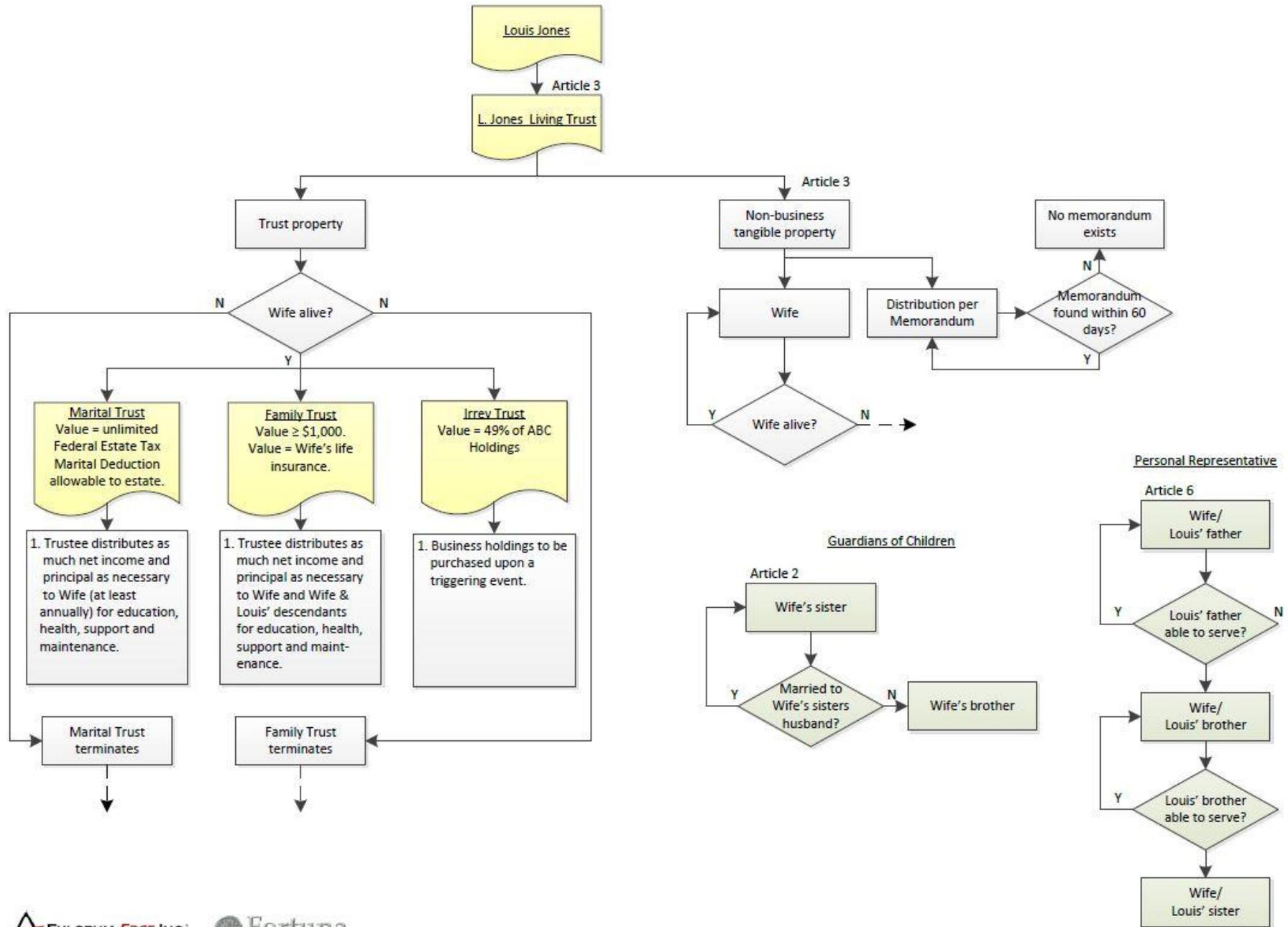
- Company valuation = \$100MM
- Ownership percentages: Owner #1 = 51%; Owner #2 = 30%; Owner #3 = 19%.
- Pay out terms: 10% down; 4.0% annual interest rate; 10-year term
- Real estate not being purchased



Example: Buy-Sell & Other Agreements – ABC Widget Inc. et al



Example: Louis Jones Last Will & Testament



Step 4: Recommend Next Steps, such as...

- Construct both long term and traumatic succession plans.
- Determine best “go forward” path for modifying business structure.
- Examine wills and trusts for impact on business and personal holdings.
- Conduct new valuations on business entities and properties.
- Conduct a financial analysis focused on financial ratios to assess current health, future outlook, and use of cash of the business units (e.g. debt ratio, current ratio, acid test, cash conversion cycle, return on assets).
- Analyze business entity operations, focusing on process improvements, throughput optimization, and headcount. Conduct operations audit.
- Examine sales and sales channel strategy, focusing on sales forecasts, win-loss ratio, lead generation methods, bid process, and costing/pricing methods.
- Conduct management (and possibly personnel) audit.
- Investigate options and impact of canceling or modifying intercompany debt, if any.

Step 5: Determine Next Steps, Prioritize & Execute

Possible Next Steps

- Construct both long term and traumatic succession plans.
- Determine best “go forward” path for modifying business structure.
- Verify valuations on business entities and properties.
- Conduct a financial analysis focused on financial ratios to assess current health, future outlook, and use of cash of the business units (e.g. debt ratio, current ratio, acid test, cash conversion cycle, return on assets).
- Analyze business entity operations, focusing on process improvements, throughput optimization, and headcount. Conduct operations audit.
- Examine sales and sales channel strategy, focusing on sales forecasts, win-loss ratio, lead generation methods, bid process, and costing/pricing methods.
- Conduct management (and possibly personnel) audit.

Next Steps Optimized and Prioritized for Client

- Analyze business entity operations, focusing on process improvements, throughput optimization, and headcount. Conduct operations audit.
- Examine sales and sales channel strategy, focusing on sales forecasts, win-loss ratio, lead generation methods, bid process, and costing/pricing methods.
- Determine best “go forward” path for modifying business structure.
- Conduct management (and possibly personnel) audit.
- Construct both long term and traumatic succession plans.
- Verify valuations on business entities and properties.
- ~~• Conduct a financial analysis focused on financial ratios to assess current health, future outlook, and use of cash of the business units (e.g. debt ratio, current ratio, acid test, cash conversion cycle, return on assets).~~



Execute Actions



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