Appendix E: Post-Sale Future Income Needs

This worksheet will help you define your expected future income to identify your dependence on the business for that income.

What is your total current compensation? $ _____ A

(Line N from Income from Business form (from Appendix D)

ADJUSTMENTS TO EXPENSES

At retirement, some expenses increase while others decrease. It is important to consider these changes and estimate their impact on the owner's future income.

Changes in auto expenses (increased or decreased usage): 5 B

Changes in club membership expenses and greens fees: 5 C

Changes in travel expenses (decreased professional travel): 5 D

Increased personal travel: 5 E

Reduced professional organization memberships: 5 F

SUBSCRIPTIONS

Professional journals newspapers and magazines: 5 G

Reduced clothing and dry cleaning expenses: 5 H

OTHER

_____ 5 I

_____ 5 J

_____ 5 K

Total desired future income (total lines A through K): 0.00 L

EXPECTED ANNUAL FUTURE INCOME FROM OTHER SOURCES

401(k): 5 M

Other retirement plans: 5 N

Social Security (available from SS information line.) 5 O

Other investments: 5 P

Total expected annual future income from other sources: 5 Q

Annual income desired from the business (line L minus Q): 0.00 R

REMEMBER: This is an annual figure that should include all sources of income.