

Business sale proceeds

What could estimated sale proceeds add to retirement resources?

Who this applies to

Owner proceeds using an explicitly equity-value price basis; no appraisal or tax calculation.

Why this matters

Separating immediate and deferred owner proceeds clarifies what the supplied sale assumptions add at closing.

Does this illustration fit the question?

Fictional responses: 4 of 4 Yes. This is a scope check, not an eligibility or suitability finding.

1. Are you testing a hypothetical sale rather than requesting an appraisal?	Yes - example
2. Can you supply a whole-business equity sale value already net of business debt?	Yes - example
3. Can you identify ownership share and owner-level deductions without counting debt twice?	Yes - example
4. Can you provide a deliberate tax estimate and identify deferred proceeds?	Yes - example

Simple decision path

All answers Yes and inputs confirmed -> Run the limited illustration; review assumptions before interpreting it.

Any answer No -> Pause this illustration. Bring the equity-value basis, ownership records, deal terms and a sourced owner-level tax estimate.

Any answer Unknown or a missing number -> Keep the item unknown; gather the relevant records. Do not replace an unknown with zero.

Fictional inputs used

Whole-business equity sale value AFTER business debt	\$1,000,000
Your ownership share	100.00%
Your owner-level closing costs	\$50,000
Your supplied tax estimate	\$150,000
Your proceeds deferred beyond closing	\$100,000
Existing retirement resources	\$500,000
Optional resource target (0 omits comparison)	\$1,500,000

Educational & illustrative purposes only.
Not tax, legal or investment advice.

YOUR ILLUSTRATION / FICTIONAL EXAMPLE

The numbers and what they could mean

Your equity proceeds before owner deductions	\$1,000,000
Net immediate proceeds / funding shortfall	\$700,000
Deferred proceeds (not immediate cash)	\$100,000
Existing resources plus immediate proceeds	\$1,200,000
Resources minus optional target	-\$300,000

Owner equity proceeds	\$1,000,000
Owner costs and estimated tax	\$200,000
Deferred proceeds	\$100,000
Immediate proceeds	\$700,000

This estimates closing-day resources under supplied deal and tax assumptions - not an appraisal or a retirement recommendation.

Assumptions and boundaries

- All prefilled figures are fictional examples, not client facts.
- Business debt has already been subtracted from the equity sale value and is NOT deducted again.
- Costs and tax are owner-level amounts; deferred proceeds are part of, not in addition to, the ownership share.
- All entered owner costs and tax are funded at closing; other timing requires separate review.
- Unknown tax is not zero; obtain an estimate before treating results as after-tax.
- Deferred/contingent proceeds are not immediate cash or guaranteed collections.
- Deal structure, basis, earnouts, replacement income and business valuation require qualified review.
- Negative immediate proceeds mean additional funding would be needed at closing.
- Deferred proceeds remain separate and are never added to immediate resources.
- The target is user supplied, not a calculated retirement need.

Your next step

- Bring the equity-value basis, ownership records, deal terms and a sourced owner-level tax estimate.
- Review these results as part of a comprehensive review with a CEPA-credentialed, Q4-trained financial advisor, coordinating with relevant business valuation, transaction legal and tax specialists.
- Figures are rounded for display only. All calculations use the unchanged original engine. Every input and response in this report is fictional.

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