

LISITEN ASSOCIATES

Division of Melro Associates Ltd

Business to Business Brokerage

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Owners' Discretionary Income Checklist

WE USE THIS LIST TO REMIND US OF ALL POSSIBILITIES

CONSIDER ONLY THOSE THAT PERTAIN TO YOUR BUSINESS

1. REAL ESTATE OR REAL ESTATE VALUE
2. PATENTS, TRADEMARKS, COPYRIGHTS AND INTELLECTUAL PROPERTIES AND INDUSTRY POSITION
3. OWNERS SALARIES INCLUDING TAXES
4. CORPORATE PROFITS
5. DEPRECIATION
6. AMORTIZATION
7. HEALTH INSURANCE
8. PERSONAL AUTO INSURANCE
9. ANY OTHER PERSONAL INSURANCE
10. ANY PERSONAL VEHICLE CHARGES AND REPAIRS
11. ANY PERSONAL SERVICES CHARGED TO THE BUSINESS
12. PERSONAL LOAN PAYMENTS AND INTEREST
13. PHONE AND PERSONAL COMMUNICATIONS CHARGED TO THE BUSINESS
14. MISCELLANEOUS EXPENSES
15. PERSONAL T&E CHARGED TO THE BUSINESS

This represents all cash flow to the new owner