

## Financial Data Needed

### New Business Start-up:

1. Insurance quotes (building, contents, liability, worker compensation)
2. List of personal assets owned, debt free, that will be used as business assets
3. What assets do you need to buy to start your business (provide bids and estimates for all project costs)?
  - a. Building and land
  - b. Equipment
  - c. Inventory
4. Sales Information
  - a. Product/services offered
  - b. Potential pricing structure
  - c. Competition pricing/sales information

### Existing Business:

1. Month-by-month sales for past 2 years
2. Three year Income Statements and Balance Sheets or Business Tax Returns
3. Year-to-date Income Statement and current Balance Sheet (within 90 days)
4. Workers compensation insurance percentage
5. List of existing assets (this would be the asset report from your tax return)
6. Bids and estimates for all project costs
  - a. Building and land
  - b. Equipment
  - c. Inventory
7. Debt Schedule (refer to Schedule of Business Debts, page 6)
8. Aging of account payable and accounts receivables