

ESOP PRE-QUALIFICATION QUESTIONNAIRE

ATI Capital Group

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EXIT STRATEGY

1. Do you have an exit strategy? If so give details: _____

2. Have you chosen a successor for your business: Who: _____

3. Do you want to sell your business? Yes _____ No _____

4. Do you want to pass the business on to a relative or trusted employee(s)?
 Yes _____ No _____

5. How many years do you want to continue working? _____

6. Do you want to begin liquefying your investment in your business (begin drawing out the value)?
 Yes _____ No _____

7. Are you willing to partially or fully carry a note for the purchase of your business?
 Yes _____ No _____

8. What annual income level is necessary to maintain your lifestyle? Amt. _____

9. Please list insurance policies on your life:

Face Amt.

Cash Value

Owner

10. Do you have an IRA? If so, approximate value? _____

11. Do you have a Family Limited Partnership in Place? Yes _____ No _____

12. Do you have a trust in place? Yes _____ No _____

13. Family status: Married Widowed Divorced Single Children

14. Do you have a formal estate plan, set up, in writing? Yes _____ No _____

15. Are you interested in:

- A. Buying out minority S/Hs with pre-tax dollars? Yes _____ No _____
- B. Purchasing capital goods with pre-tax-dollars? Yes _____ No _____
- C. Avoiding capital gains on the sale of your stock? Yes _____ No _____
- D. Acquiring another company with pre-tax dollars? Yes _____ No _____

Financial Structure of Entity

Client: Input data in white cells only!

Name of Company:

Year		2002	2002	2001	2000	1999
		Historical Financials				
Fiscal Year End:	Current Interim	Annualize C.I.	Last Full Year	2nd to Last Full Year	3rd to Last Full Year	
Month		ATI Computation				
1.	Total Revenue		#DIV/0!			
2.	Net Profit - After Tax		#DIV/0!			
3.	Interest		#DIV/0!			
4.	Federal Income Tax		#DIV/0!			
5.	Total Current Assets		\$0			
6.	Total Current Liabilities		\$0			
7.	Market Value of Co-Owned Real Estate		\$0			
8.	Book Value of Co-Owned Real Estate		\$0			
9.	Debt Associated With Co-Owned Real Estate		\$0			
10.	Equity in Co-Owned Real Estate (7-9)	\$0	\$0	\$0	\$0	\$0
11.	Market Value of Co-Owned M&E		\$0			
12.	Book Value of Co-Owned M&E		\$0			
13.	Debt Associated With Co-Owned M&E		\$0			
14.	Equity in Co-Owned M&E (11-13)	\$0	\$0	\$0	\$0	\$0
15.	Total Liabilities		\$0			
16.	Total Shareholders' Equity		#DIV/0!			
17.	Owners' W-2 Compensation		#DIV/0!			
18.	Owners' S Corp. Distributions		#DIV/0!			
19.	Total Owners' Compensation (17+18)	\$0	#DIV/0!	\$0	\$0	\$0
20.	Depreciation/Amortization (total for year)					
21.	Cash Value of Life Insurance					
22.	Other Adjustments (add-backs, etc.)					
23.	Anticipated Need For Capital Expenditures:	20	20	20	Current Interim Statement	
	For the Next Three Years - by year				Mos. Expired	
	ATI Computations	Weighted Avg.			Percent of Year	0.00%
	Net Profit Margin	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Net Profit - After Tax	#DIV/0!	#DIV/0!	\$0	\$0	\$0
	EBITDA	#DIV/0!	#DIV/0!	\$0	\$0	\$0
	Current Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Working Capital	\$0	\$0	\$0	\$0	\$0
	Working Capital Turns	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Gross Cash Flow	#DIV/0!	#DIV/0!	\$0	\$0	\$0
	Debt-to-Equity Ratio	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Return on Equity	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!	#DIV/0!
	Estimated Value:	Multiple	Est. Value			
	EBITDA Multiple (Weighted Avg.)		#DIV/0!			
	After-Tax Earnings Multiple (SAA)		#DIV/0!			
NOTES:						