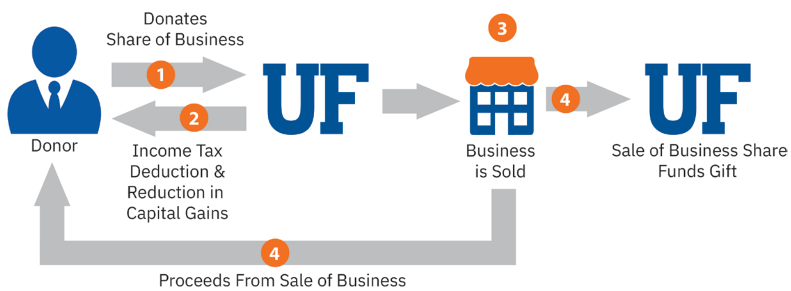
CHARITABLE PLANNING DURING SALE OF PRACTICE

Selling a practice or business is an exciting, life-changing event. Charitable planning prior to the sale can provide tax savings and potentially perpetual annual income for yourself and family while making an impact on the life of a student, a faculty member or research. Depending upon the type of business, personal financial situation, and philanthropic goals, there are several charitable options.

Gifts of Business Interests to Provide Tax Benefits

For most practice owners, the initial business investment significantly appreciates in value. Upon the sale, the practice owner may be subject to substantial taxes. Donating a portion of highly appreciated, business interests to a charity prior to the sale, can:

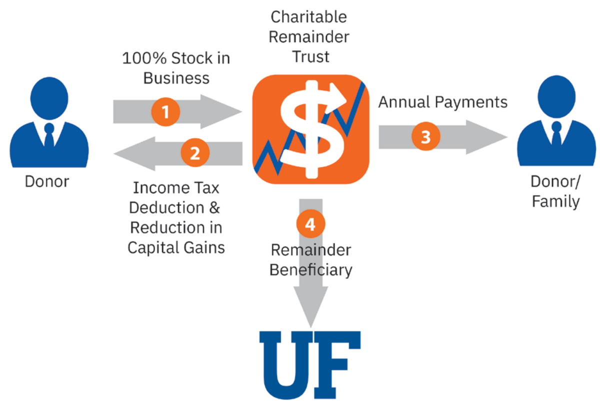
- Provide an immediate income tax deduction
- Eliminate some capital gains tax liability
- Provide much needed support to the charity



Gifts of Business Interests Provide an Income Stream

In addition to minimizing taxes, owners can make gifts of business interests to provide an income stream. By contributing interests to a charitable remainder trust (CRT), business owners can avoid capital gains, create an immediate income tax deduction, provide an income stream for life, and the charitable gift is deferred until the donor's passing. The stream of income may be especially attractive for donors who plan to retire after the sale.

In conjunction with your advisor(s), The University of Florida Office of Estate and Gift Planning can pinpoint a charitable solution that fits best with the sale of your business. The attached "Sale of Practice Questionnaire" can help identify which options may be available and the steps involved with each.



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SALE OF PRACTICE QUESTIONNAIRE

If you would like to learn more about the benefits of including UF in the sale of your business, please complete the following. (The information provided will be kept confidential.)

1. Legal Business Name or DBA:

2. Percentage of your personal ownership. Names and percentage ownership of other owners:

3. Nature of the business and underlying assets. Is real estate part of your business or part of another entity?

4. Business formation and how is your business taxed? (LLC, S Corporation, C Corporation, etc.)

5. Have you discussed with your advisor the possibility of an asset versus stock sale?

6. Is there a deadline to complete the sale (date of sale)?

7. Do you have a verbal offer or Letter of Intent (LOI) to sell the business?

8. Have you had a recent appraisal of your business?

9. Do you know your estimated tax liability at the conclusion of the sale?

10. How do you envision your gift impacting UF and the college (i.e. support toward greatest needs of the college, scholarship, research, faculty etc.)?

The UF Foundation (federal tax ID number 59-0974739) is a Florida nonprofit organization exempted from federal income tax as a 50l(c)(3) publicly supported charity. The UF Foundation does not provide legal, tax or financial advice. When considering planning matters, seek the advice of your own legal, tax or financial professionals.

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