

# 5 QUESTIONS TO ASK YOUR REPURCHASE STUDY PROVIDER

who

## WHO WILL ACTUALLY BE WORKING ON YOUR STUDY?

They might have experience working with ESOPs, but...

- Who specifically will be working on your study, how long have they been doing studies, and how many studies have they completed?
- How many companies have they worked with on repurchase obligation issues and what kind of analyses of alternative strategies have they performed?

## WHERE WILL THE ASSUMPTIONS COME FROM?

Maybe they know your plan and have your data already, but...

- How closely will they work with you on developing reasonable assumptions for the study and how much experience do they have doing this?
- Will they integrate the repurchase forecast with a comprehensive financial model to help you answer the question: "will we be able afford our future obligations"?

where

how

## HOW WILL THEY FORECAST THE PROJECTIONS?

So they have a model... how robust is it?

- How well can it handle assumptions like turnover and diversification, and how flexible is it with respect to exploring alternative funding strategies?
- How time-consuming is it to model additional scenarios?
- Can their model produce individual account projections?

## WHAT IS THE DELIVERABLE?

After they have modeled the projections...

- Will they review the results with you and help you identify issues, and will they model additional scenarios to examine alternative strategies?
- Will the final deliverable include a board-friendly summary of the findings, including a comparative analysis of scenarios if appropriate, and recommendations for the future?

what

when

## WHEN THE STUDY IS COMPLETED, DO THEY PROVIDE SOFTWARE?

If desired, will they have to do any additional modeling for you, or:

- Can they provide you with software, so you can model additional "what-if" scenarios and future study updates on your own?
- If they provide software, what is the quality of technical support they offer?



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