

Partners- Buy/Sell Agreements

Do you have a Buy/Sell agreement? _____
How is it funded? _____
When was it last reviewed? _____
Does your current death benefit amounts align with current and future business growth or plans? _____
What will happen if you or your business partner becomes disabled or dies? _____
Do you have the funds to purchase the business? Does your partner? _____
Will you be forced to find a new partner? _____
More importantly, could you end up with an unintended business partner? _____
Will the business have to be sold? _____
How would this impact your family? _____

Employees- Key Person/Retention

How will your business be impacted if your most important employee dies? _____
Would you experience a disruption in production? _____
How would your customers, suppliers, lenders, employees, and competitors react? _____
How much revenue might you lose? _____
What additional expenses would arise? _____
How would your business's credit rating be affected? _____
Does your business have the resources to survive the situation? _____
Are your most valuable employees in danger of being poached by competitors? _____
Are you vulnerable to the loss of management and leadership? _____
Do you want to keep certain people strongly connected to your company? _____
Are you rewarding your employees with the benefits needed to keep them happy and loyal? _____

Family- Income Replacement/Retirement

Can your family survive without the income provided by your business? _____
Do you have long-term care contingencies in place for both you and your spouse? _____
Will your retirement plan be ready when you're ready for retirement? _____
Do you have a source for sustained income in retirement? _____

Basic Needed for Quoting – Establishing Business Value

What's the company's earning history? Sales vs. revenue? _____
What are your feelings on future earnings potential? _____
How about the outlook for your industry? _____
What percentage of ownership do each of you have?
Business Owner 1 ___% Anticipated Retirement Age? _____ (It is important to establish anticipated retirement
Business Owner 2 ___% Anticipated Retirement Age? _____ Age so we know how long coverage is needed)
Business Owner 3 ___% Anticipated Retirement Age? _____
C Corp? _____ S Corp? _____? LLC? _____ Partnership? _____ Proprietorship? _____ Privately Owned? _____
Who is to be listed as owner of the policy? _____
Who's is to be listed as payor of the policy? _____
Who is to be listed as beneficiary(s)? _____
What's percentage for each beneficiary? _____

Attorneys Name? _____
Contact number? _____
Email? _____

CPA's Name? _____
Contact Number? _____
Email? _____

