

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? _____

CPA's Name? _____

Contact number? _____

Contact Number? _____

Email? _____

Email? _____

