

These questions will help assess the level of protection your business currently has, or may need. You'll also learn if a business succession plan is something for you to consider.

## BUSINESS PROTECTION

1. Does your company have a written plan to protect the value and integrity of your business due to death, disability or termination of key employees?
  - Key-person life insurance
  - Key-person disability insurance
  - Disability overhead expense insurance
  - Disability loan protection
  - Stay bonus program
  - Other: \_\_\_\_\_
  - None
2. If you have a plan; when was it last reviewed?
  - Within the last two(2) years
  - Two(2) or more years ago
  - Non-applicable
3. Does your business have significant debt?
  - Yes
  - No
  - Not sure
4. What percentage of the debt is covered by life insurance on the business owners?
  - Less than 25%
  - 25 – 49%
  - 50 – 74%
  - 75% or more
  - None

## BUSINESS SUCCESSION

1. Are you confident in your business's transition strategy?
  - Yes
  - No
  - Not sure
2. Which of the following business goals apply to your business?
  - Develop the business for family members
  - Sell the business and retire early
  - Grow the business
  - Achieve business stability
  - Remain active in business even after normal retirement
  - Other: \_\_\_\_\_
3. Is there a written plan to continue the business in the event of death, disability, or retirement of an owner?
  - Death (buy-sell)
  - Disability (buy-sell)
  - Retirement (transition planning)
  - Other: \_\_\_\_\_
  - None
4. If you have a plan; when was it last reviewed?
  - Within the last two(2) years
  - Two(2) or more years ago
  - Non-applicable
5. If you have a plan, how is it funded?
  - Accumulation (sinking) fund
  - Business cash flow
  - Life insurance
  - Disability
  - None

FOR MORE INFORMATION CONTACT  
YOUR LOCAL AIMCOR MEMBER AGENCY  
OR VISIT [www.aimcorgroup.com](http://www.aimcorgroup.com)