

Ask Yourself...

What impact would the *death or disability of an owner or key employee* have on the continued success of your business?

Objective:
Indemnify the Business for the Loss of a Key Employee

Issues to Consider:

- Do you have key employees who make a substantial contribution to the success of your business?
- Do you know what the financial impact on your business would be if a key employee, including yourself, died?

Objective:
Address the Financial Consequences of an Owner's or Key Employee's Disability

Issues to Consider:

- How would you continue your income in the event you were disabled?
- What would the impact on cash flow be of continuing an income to you, if disabled, or to a disabled key employee?
- If you were sick or hurt and unable to work, how would your ongoing business overhead expenses be paid?

Objective:
Guarantee Business Loan Repayment at an Owner's Death

Issues to Consider:

- When your business borrows money, do you have to sign for the loan once or twice?
- How are business loans to be repaid in the event of your unexpected death? Are your personal assets at risk?
- What would the consequences to your business be of having to repay business loans after your death?