SHOULD PROTECTION

BE PART OF YOUR PLAN?



Business Continuity

- •Of the estimated 20 million family businesses in the U.S. roughly 30% will survive into the 2nd generation, 12% to the 3rd and 3% to the 4th generation.
- •Is there a capable and willing family member to take over your business?
- Is your business sellable?At what price?
- •What is your exit strategy?

Key Person Planning

- •71% of small businesses are very dependent on one or two key people for their success.
- Do you have key employees who make a substantial contribution to the success of your business?
- Are your most significant business assets properly protected?
- •What are you doing to retain your most productive employees?

Personal Planning

- •On average, 45% of a business owner's net worth is tied up in the business. How do you compare?
- •19% of family business participants have not completed any estate planning other than writing a will.
- •Does your family rely on your business for its income?
- •Would you advise your family to invest in your business if you were not here?

