

BUSINESS RISK QUESTIONNAIRE.

As part of our professional service and financial advice process we want to help protect the future of your business. It's important to ensure you are protected from financial losses should you or a key person die or be diagnosed with a terminal or critical illness.

It's important your business protection needs are fully understood and met during this meeting so that we can identify any potential issues and ensure that you, your business and your family have appropriate protection cover in place.

1 HOW MANY PARTNERS/DIRECTORS/MEMBERS ARE THERE IN YOUR BUSINESS?

2 DO EACH OF YOU HAVE SPECIALISED ROLES WITHIN THE BUSINESS?

Yes No

3 HOW ARE THE SHARES SPLIT BETWEEN YOU ALL?

4 HOW DAMAGING TO THE BUSINESS DO YOU THINK IT WOULD BE IF ONE OF YOU WERE TO DIE SUDDENLY?

5 DO YOU HAVE A SUCCESSION PLAN IN PLACE IF ONE OF THE DIRECTORS/PARTNERS/MEMBERS WERE TO DIE?

Yes No Don't know N/A

6 HAVE YOU PROTECTED THE VALUE OF YOUR SHARE IF YOU WERE TO SUDDENLY DIE OR BE DIAGNOSED WITH A CRITICAL ILLNESS?

Yes No Don't know N/A

7 WHAT SOURCES OF FINANCE WOULD BE READILY ACCESSIBLE TO FUND THE PURCHASE OF THE AVAILABLE BUSINESS SHARE?

This is not a consumer advertisement. It is intended for financial advisers and should not be relied upon by private investors or any other persons.

8 WOULD THE SURVIVING PARTNERS/DIRECTORS/MEMBERS WISH TO RETAIN CONTROL OF THE BUSINESS?

Yes No

9 DO YOU HAVE ANY KEY INDIVIDUALS WHO CONTRIBUTE HEAVILY TO YOUR PROFITS AND THE SUCCESS OF YOUR BUSINESS?

Yes No

10 HAVE YOU PROTECTED AGAINST THE LOSS OF THESE KEY INDIVIDUALS IN THE EVENT OF DEATH OR A CRITICAL ILLNESS?

Yes No Don't know N/A

11 WOULD THERE BE SUFFICIENT CASH FLOW TO MAINTAIN PROFITS WHIST A REPLACEMENT IS FOUND/TRAINED?

Yes No Don't know N/A

12 DOES THE BUSINESS HAVE ANY UNPROTECTED LOANS OR OTHER TYPES OF BUSINESS DEBT?

Yes No

13 COULD THESE LOANS BE EASILY REPAID FROM CASH FLOW?

Yes No

14 DO YOU HAVE ANY DIRECTOR LOAN ACCOUNTS?

Yes No

15 HAVE YOU TAKEN OUT ANY PROTECTION TO ENSURE THE DIRECTOR LOAN ACCOUNTS CAN BE REPAID UPON DEATH?

Yes No

16 ARE YOU AWARE THAT DIRECTOR LOAN ACCOUNTS MUST BE REPAID TO THE SHAREHOLDER'S FAMILY IN THE EVENT OF THEIR DEATH?

Yes No

17 WHAT FINANCE OPTIONS WOULD YOU HAVE IF YOU NEEDED TO BORROW THE MONEY?

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