

# Business Continuation Planning

Prepared for:

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## *Ask Yourself...*

If you had retired, died or become disabled yesterday,  
*who would own and manage your business today?*

*Would you want your business interest*  
retained for a family member, sold or liquidated?

<b>Objective:</b> Retain the Business Interest for Your Family	<b>Objective:</b> Sell the Business Interest	<b>Objective:</b> Liquidate the Business Interest
<p><b>Issues to Consider:</b></p> <ul style="list-style-type: none"><li>➤ Is there a capable and willing family member?</li><li>➤ Will the family member be acceptable to any other business owners?</li><li>➤ How will you or your surviving dependents replace the income previously provided by your business?</li><li>➤ Is there a need to equalize inheritances among family members?</li><li>➤ Will there be enough liquidity in your estate to pay taxes and other settlement costs?</li></ul>	<p><b>Issues to Consider:</b></p> <ul style="list-style-type: none"><li>➤ To whom will your business interest be sold?</li><li>➤ At what price?</li><li>➤ And at what events (death, disability and/or retirement)?</li><li>➤ What is the value of your business interest?</li><li>➤ Will the funds be available to complete the purchase at your death, disability and/or retirement?</li></ul>	<p><b>Issues to Consider:</b></p> <ul style="list-style-type: none"><li>➤ What is the value of your business as a going concern?</li><li>➤ How does that value compare to the liquidation value of your business?</li><li>➤ How will you or your surviving dependents replace the income previously provided by your business?</li><li>➤ Will there be sufficient funds available to allow for a planned liquidation?</li></ul>