

# Complete Succession Planning

(One Page, One Policy Succession Plan Showing Changes in Needs over Five Years)

Insurance Company Pays Total Sum Insured to Trustee (Policy Owner) →						Trustee Pays ↓
Name of Insured Person		Michael Damien Adams (Case Study Only)				
	PURPOSE	AMOUNT OF EACH COMPONENT			NOTES	RECIPIENTS
		Year 1	Year 3	Year 5		
ASSETS +	Pre-agreed Sale Price of Equity	\$400,000	\$500,000	\$700,000	Net Asset Value increases as Debt reduces or Business grows	Vendors
	CGT on Pre-agreed Sale Price					Vendors
	Stamp Duty, Legal & Accounting Fees					Business
LIABILITIES +	Bank Debt, Lease & Other Liabilities	\$200,000	\$100,000	Nil	If Debt reduces, surplus Cover can be re-allocated to the Sale Price	Creditor
	Loan Account					Creditor
	Key Person (Income)					Business
	Key Person (Capital) (Reduced Goodwill or New Working Capital)					Continuing Proprietors
PERSONAL =	Personal Loans (Home Loan, Equity Loan, Other Liabilities)					Insured Person (Debts)
	Living Expenses (See Personal Needs Analysis Worksheet)	\$600,000	\$600,000	\$500,000	Personal Cover can also be re-allocated to the Sale Price	Insured Person (Living Expenses)
	Future Sale Price Provision				You can "warehouse" future Buy/Sell Cover here	Insured Person
	Self-Managed Super Fund					Self-Managed Super Fund
TOTAL		\$1,200,000	\$1,200,000	\$1,200,000	Total Cover stays the same	