

Business Risk Self-Assessment

Please answer the following questions to rate the potential risk in your business. Score yourself below. Any "Not-Applicable" questions should be marked as "Yes."

	YES	NO
1. Have I had a professional business valuation of my business in the past 3 years?		
2. In the past 3 years, have I taken intentional steps to increase the available cash in my business?		
3. When I decide to sell or transition out of my business, do I have a plan for how control will pass?		
4. Have I identified likely future buyers for my business?		
5. Does my business own a key person life insurance policy for me that would cover any business debt, family protection, and tax issues in the event of my unexpected death?		
6. Have I ensured that my premature death or disability would not have a negative financial impact on my business operations or my family?		
7. Have I reviewed my business insurance policies (property, casualty, liability, auto, health, and life) in the past 3 years for coverage and cost effectiveness?		
8. When did I last discuss with my bank and/or my suppliers what restrictions or limitations I might be subject to before selecting a buyer or making a change of control?		
9. My business organizational documents were reviewed by professionals (attorney/CPA/advisors) and updated in the past 3 years?		
10. Do I have incentive plans to reward key employees to reward them and ensure their continued employment now and through any transition of control or ownership?		
11. What are the most up-to-date projected potential tax implications for me when I sell or transition my business for my ideal price?		
12. Do I have adequate retirement savings outside of my business to comfortably age?		
13. Do I have the most effective retirement program to take advantage of tax deductions for my business and tax deferrals for all participants?		
14. Have I reviewed the performance and expense of my company's retirement plan in the past 3 years?		
15. Do I operate my business without any partnership arrangements?		
16. Is a funding structure in place for any Buy/Sell agreement, partnership agreement, or future business transfer?		
17. Does my business ownership interest make up less than 25% of my total wealth today?		
18. Do I have a plan or system that aggregates my assets and liabilities in one platform for personal and business?		
19. Am I working with advisors that are skilled in the business protection, valuation, and succession planning process?		
20. Do I have a plan in place now to exit my business on a timetable of my choosing?		
TOTALS		

Score your business risk as follows:

15 or more in the "Yes" Column	8-14 in the "Yes" Column	Less than 8 in the "Yes"
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Green: You have effectively addressed many of your business risk issues, but you may have areas that need to be reviewed.

Yellow: You have business risk issues now that should be addressed.

Red: You have critical business risk issues now which could impact you personally and should be addressed



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