

## Complete Succession Risk Analysis Worksheet

Apportionment of Total Needs and Sum Insured (Sale Price vs. Future Sale Price Relationship)

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	Original "ideal" Sale Price of \$600K split between \$400K Sale Price and \$200K Future Sale Price Provision	Vendors
	CGT on Pre-agreed Sale Price					Vendors
	Stamp Duty, Legal & Accounting Fees					Business
LIABILITIES +	Bank Debt, Lease & Other Liabilities					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	\$500,000	\$300,000		Insured Person (Living Expenses)
	Future Sale Price Provision	\$200,000	\$200,000	\$200,000	\$200K represents balance of original "ideal" Sale Price of \$600K (\$200K not subject to CGT, if Pre-agreed Sale Price is within market parameters)	Insured Person
	Self-Managed Super Fund					Self-Managed Super Fund
TOTAL		\$1,200,000	\$1,200,000	\$1,200,000		