

## Complete Succession Risk Analysis Worksheet (One Policy Strategy)

Apportionment of Total Needs and Sum Insured

| Insurance Company Pays Total Sum Insured to Trustee (Policy Owner) → |  |                          |     |        | Trustee Pays ↓                         |                                  |
|--|--|--------------------------|-----|--------|--|----------------------------------|
| Name of Insured Person   |  | Michael Damien Adams     |     |        |  |                                  |
|  | PURPOSE  | AMOUNT OF EACH COMPONENT |     |        | NOTES                                  | RECIPIENTS                       |
|  |  | Death                    | TPD | Trauma |  |                                  |
| ASSETS +   | Pre-agreed Sale Price of Equity                                | \$400,000                |     |        | Policy 1 held by Business as Trustee   | Vendors                          |
|  | CGT on Pre-agreed Sale Price                                   |                          |     |        |  | Vendors                          |
|  | Stamp Duty, Legal & Accounting Fees                            |                          |     |        |  | Business                         |
| LIABILITIES +  | Bank Debt, Lease & Other Liabilities                           | \$200,000                |     |        | Policy 1 held by Business as Trustee   | 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                |     |        | Policy 1 held by Business as Trustee   | Insured Person (Living Expenses) |
|  | Future Sale Price Provision                                    |                          |     |        |  | Insured Person                   |
|  | Self-Managed Super Fund  |                          |     |        |  | Self-Managed Super Fund          |
| <b>TOTAL</b>   |  | <b>\$1,200,000</b>       |     |        | One Policy held by Business as Trustee |                                  |