

## IGS BUSINESS SUCCESSION AGREEMENT

1. Self-Ownership of Cover
2. Buy Sell and Personal Cover
3. Standard Fee includes:
  - Death, TPD and Trauma Provisions (no extra cost)
  - Uninsured Events (e.g., Retirement)
  - Vendor Finance Provisions (if inadequate or no Buy/Sell Cover)
4. Vendor Finance can be added in future at cost of standard Variation Fee (e.g., if can't get extra Cover in future)
5. Must pay Sale Price to Life Insured (not actual Owner/Vendor if Family Trust, etc)
6. Pre-agreed Sale Price avoids valuation disputes
7. Ability to reallocate Personal Cover to Sale Price
8. Fixed Legal Fees for Initial Agreement
9. Fixed Legal Fees for Variation Agreements