

STANDARD NON-IGS BUY/SELL AGREEMENT

1. Usually **Buy/Sell** Cover only
 - Possibly combination of **Buy Sell** and **Personal** Cover
2. Usually **Death and TPD** only
 - Usually no Trauma Provisions (cost extra if required)
 - No Uninsured Events (e.g., Retirement)
 - No Vendor Finance Provisions (if inadequate or no **Buy/Sell** Cover)
3. **Must pay Sale Price to Life Insured (not actual Owner/Vendor if Family Trust, etc)**
4. **Sale Price determined by valuation after claim**
5. Usually no ability to reallocate **Personal** Cover to **Sale Price**
6. Usually not fixed **Legal Fees**
7. **Legal Fees on Variation Agreements not fixed**
8. **Hourly charge-out rates**