

# Your results: Protecting your lifestyle

Sample Company



## You've got a good start!

Making a few changes could help protect you and your family's lifestyle.

-  You indicated you haven't had an analysis done to determine if your retirement income sources are sufficient to meet your projected needs.
-  You indicated you aren't sure if you have plans in place to help ensure your estate goes to your loved ones.
-  You indicated you're comfortable with the distribution of your estate among family members.
-  You indicated you've not had an analysis done on your potential estate tax exposure.
-  You indicated you're not sure if you have a plan in place to protect against an unexpected death and chronic illnesses.
-  You indicated you're not sure if you have a plan in place to protect yourself and your business from an unexpected illness or injury.

## Areas you could improve on and next steps

### Retirement income resources

Your business has been an important source of financial support. Make a plan for how it can continue to provide for you and your family as you slow down or completely step away. If you have a 'retirement income gap', your options are: work longer, save more, or consider activities to increase the market value of your business before you retire.

#### Learn how your business can contribute to your retirement

 [Check out this brochure on business owner retirement](#)

You're in the unique position of owning a business, which can play a key role in your personal retirement. Depending on the value of your business, the strength of your buy-sell agreement and proper funding, your business can generate income for you during retirement - just like it does now.

#### Learn more about how your business, and other income sources may contribute to your retirement

 [Complete this questionnaire and request an analysis through your financial professional](#)

 [View this sample business owner retirement analysis](#)

How ready are you for retirement - or whatever comes next? Now may be the right time to start taking steps to ensure you're building a solid foundation for retirement.

#### You indicated your qualified plan is contributing to your retirement income

 [Use the Retirement Wellness Planner to see how simple changes now could help your financial security in retirement](#)

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## Areas you could improve on and next steps

### ✓ Legacy planning and inheritance equalization

A proper plan helps make sure your assets meet your lifetime objectives and will be distributed as you want. Properly drafted estate documents could also help protect your heirs from probate court and potentially decrease estate taxes.

#### See what you can do to help make sure your estate is distributed the way you want

 [Review estate planning information to learn more](#)

There are many things to consider when putting a legacy and estate plan in place. And, things change over time, so it's always good to take a moment to review your plans every few years, or when you have a significant life event.

#### Legacy planning helps ensure your estate is distributed the way you want

 [Use this workbook to document important information regarding your legacy and estate plan](#)

This workbook can help you store vital financial information as well as document key personal wishes to preserve your legacy.

### ! Estate tax exposure

Depending on the size of your estate, it may be subject to federal estate taxes. As your estate grows, so does your potential estate tax liability, leaving less for your loved ones, or a favorite charity.

#### Understanding estate taxes, under multiple scenarios, can help you and your heirs understand your potential estate tax exposure

 [Review a sample report](#)

 [Complete this questionnaire and have your financial professional request an estate tax exposure calculation](#)

Making informed decisions in an ever-changing tax environment can be challenging. This calculation allows you to explore your estate tax exposure under multiple scenarios.

### ! Life insurance and income protection

Life and disability insurance can protect you against many of life's uncertainties.

#### Learn how you can make small adjustments to your life insurance to cover your needs now, and into the future

 [See if your life insurance coverage is current by using the Principal life insurance calculator](#)

 [Learn more about life insurance options](#)

 [Review this chronic illness rider flyer to understand your options](#)

Help protect against an unexpected death and chronic illness. One way to help do that is by reviewing your life insurance. Calculate your current needs, then read up on how additional riders may provide even more benefits to help make sure you're covered.

#### Learn how you can help protect yourself and your business from an unexpected illness or injury

 [Quickly calculate your income protection needs which includes three coverage options and the cost for each.](#)

 [Learn how you can help protect yourself and the business you've worked so hard to build](#)

Your business is your livelihood. So, it's important to protect yourself, your family and your business from an unexpected illness or injury. Disability insurance can help.

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## Areas you could improve on and next steps

### Overall results

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Review your financial and estate planning documentation

 [Complete this workbook to prepare for your meeting with your financial professional](#)

# Your inputs: Protecting your lifestyle

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## Protecting your lifestyle

### Here's what you told us that relates to this assessment

having enough income if I'm too sick or injured to work  
my estate tax exposure  
my family's financial security if I become chronically ill or die  
my plan for being financially independent as I transition out of the business  
my plans to equally/fairly distribute my estate to my heirs  
protecting myself and my business from the financial impact of an owner or key employee death or disability

## Business profile

### What is your company name?

Sample Company

### Where is your company headquartered?

Iowa

### What type of business do you have?

For profit

### Is your business publicly traded?

No

### How many businesses do you own?

I own one business

### How many owners does your business have?

Has multiple owners

### Is your business family-owned (all owners are related/relatives)?

Yes

### How long has the business been in existence?

Well established (11+ years in business)

### What type of legal entity is your business?

Corporation

### How is your corporation taxed?

S Corporation

### How many employees does your business have?

11 - 50

## Protecting your lifestyle

### Which of the following sources will contribute to your retirement income?

Sale of my business, My qualified retirement plan (i.e. 401(k) or profit sharing), and Personal investments

### Have you had an analysis done to determine whether these retirement income sources are sufficient to meet your projected needs?

No

### Do the plans you have in place help to ensure your estate goes to your loved ones?

I'm not sure

### Are you comfortable with the distribution of your estate between family members?

Yes

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## Protecting your lifestyle

**Have you had an analysis done on your potential Estate Tax exposure?**

No

**Do you have solutions in place to protect against an unexpected death and chronic illness that may impact you and your family's financial security?**

I'm not sure

**Do you have plans in place to protect yourself and your business from an unexpected illness or injury?**

I'm not sure

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This business needs assessment tool is made available as a self-help resource for your planning convenience. The results from the assessments are based upon your inputs and are not intended to be a financial plan or investment advice from the Principal Financial Group® but may be used as a general guideline to help you make business planning decisions. Responsibility for these decisions is assumed by you not the Principal Financial Group.

All projections, analysis and calculation results are estimates and depend on many factors, including the date and assumptions you provide, and may not reflect all your sources of income or expenditures. In addition, it ignores future transactions or changes in tax laws which cannot be anticipated. The reports, graphs, and other analysis are dependent upon the accuracy of the data you provided.

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