

Exploring your financial priorities

As a business owner, many people depend on you and the success of your company. So, it's important to protect what you've built against a disabling illness or injury. By answering these questions, you can work towards getting a plan in place to do just that.

Business needs

Business protection

If you or another owner became too sick or hurt to work, would your business be able to pay expenses?

Yes No _____ Rank 1-4

Would your business be as successful as it is today if a key employee could no longer work due to a death, disability, or resignation?

Yes No _____ Rank 1-4

Business succession planning

Have you established a buy-sell agreement to transfer ownership if you or another owner dies or becomes disabled?

Yes No _____ Rank 1-4

Debt protection

Do you have business-related loan payments that need to be made even if you can't work due to a disability?

Yes No _____ Rank 1-4

Personal needs

Income protection

If you were too sick or hurt to work, could you meet personal financial obligations without draining business profits?

Yes No _____ Rank 1-4

Retirement income

Would you still be able to save for retirement if you could no longer work due to a disability?

Yes No _____ Rank 1-4

Employee benefit needs

Do you currently offer your highly compensated and/or key employees special benefits to retain and reward them?

Yes No _____ Rank 1-4

Have you recently reviewed your benefits offering to ensure it's competitive and meets the needs of your employees?

Yes No _____ Rank 1-4

About your business

Business basics:

Business name: _____
Owner(s) name: _____
City, state of
company headquarters: _____
Nature of your business: _____
Years of business operation: _____
Issue state: _____

Type of business entity:

C corporation S corporation
 Sole proprietorship Partnership

Number of business owners: 1 2 3 4+

Total number of employees:

1-9 10-50 51-200 201-500 501+

Number of key employees (those critical to the success of the business): _____

Annual growth rate: _____

Business tax rate (enter owner's tax rate if business is taxed as a flow-through organization): _____ %

Do you have a buy-sell agreement? Yes No
(if yes, provide a copy of the agreement.)

Names and contact information for the following:

Attorney: _____
Accountant: _____

Attach:

- Three years of your most recent company tax returns (or, if necessary, two years of tax returns, and one year of income statement and balance sheet)
- Sole proprietorships: In addition to providing three years of Schedule Cs, also submit an informal balance sheet of business assets and liabilities as of the most recent year end.

Note: Save time and send documents more securely by using our new **digital RFP** (principal.com/ibv-bsr-rfp).

Owner/key employee census

Name/title	Annual income	% of ownership (if applicable)	Date of birth	Tobacco use
				<input type="checkbox"/> Yes <input type="checkbox"/> No
				<input type="checkbox"/> Yes <input type="checkbox"/> No
				<input type="checkbox"/> Yes <input type="checkbox"/> No
				<input type="checkbox"/> Yes <input type="checkbox"/> No

If more than four names, please attach a spreadsheet or send electronically. Please submit necessary paperwork to your local office for your representative to generate a customized analysis of your business needs.



principal.com

Insurance issued by Principal Life Insurance Company®, a member of the Principal Financial Group®, Des Moines, Iowa 50392-0001.

This is an overview of the benefits of disability insurance, but there are limitations and exclusions. For costs and coverage details, contact your Principal representative. The subject matter in this communication is educational only and provided with the understanding that Principal® is not rendering legal, accounting, investment, or tax advice. You should consult with appropriate counsel, financial professionals, and other advisors on all matters pertaining to legal, tax, investment, or accounting obligations and requirements.

Not FDIC or NCUA insured

**May lose value • Not a deposit • No bank or credit union guarantee
Not insured by any Federal government agency**

Principal®, Principal Financial Group®, and Principal and the logomark design are registered trademarks of Principal Financial Services, Inc., a Principal Financial Group company, in the United States and are trademarks and services marks of Principal Financial Services, Inc., in various countries around the world.