

# 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       51-200       501+  
 10-50       201-500

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](https://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](https://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.