

IRREPLACEABLE.

There are some people your business just couldn't do without. We're not saying we can replace them, but with our Business Protection we could help protect your business to ensure it continues to trade.

▶ IS YOUR BUSINESS FULLY PROTECTED?

Take a few minutes to run through these questions and see how protected your business really is.

Which of the following would damage your business the most?

- Company car is stolen
- Someone steals the computers
- The photocopier breaks down
- One of the business owners suffer a heart attack
- The courier lets you down
- A window is broken by vandals
- A business owner, director or partner suddenly dies.

It's the **people** that make your business run smoothly, and without them (or even yourself) your business would have a hard time functioning.

Are you insured for the most damaging events?

Running a business always involves an element of uncertainty. Premises can be rebuilt, contents and material assets can be replaced, but the recovery of **a person** is not nearly as certain. This all makes it especially important that you have the relevant protection policies in place to help ensure that your business can survive the loss of an individual, including yourself.

Ask yourself these questions:

- Does my business rely heavily on one or a few key individuals?
- Could my business survive without those individuals?
- What could go wrong if a director/ partner were to die or be diagnosed with a critical illness?
- How would I retain control of the business?
- Do I have a written agreement in place as to what would happen?

If a key person were to die or was diagnosed with a critical illness:

- How would your staff feel?
- How would your customers feel?
- How would your bank manager feel?
- How would your competitors react?
- How would your debtors react?
- How would your creditors react?

These people might then have some important questions to ask you, such as:

- How much money would you need to keep the business going?
- Where would this money come from?



What is business protection?

Business protection helps protect your business from the financial losses incurred if a key person or owner of a business should die or be diagnosed with a terminal or critical illness. Terms and conditions apply.

There are three different types of business protection:

Key Person Protection (Profit Protection)

This helps safeguard a business against the financial effects of death, terminal illness and critical illness of a key person. The policy proceeds are paid directly to the business to be used to help replace the key person and help cover the loss of profits that may occur. The policy proceeds could help your business to continue trading.

Business Loan Protection

The policy proceeds are used to help pay off any outstanding loans your business may have should the guarantor die or be diagnosed with a terminal or critical illness. These will include bank loans or director loan accounts which need to be repaid on death.

Partners'/Directors'/Limited Liability Partnership Share Protection

The policy proceeds are used to help buy the share of the business if a business owner is diagnosed with a critical illness or dies.



i

If this leaflet has raised some questions for you, please contact your financial adviser for further information about the benefits and limitations of business protection and how your business could benefit from this type of cover.



www.legalandgeneral.com

Legal & General Assurance Society Limited.

Registered in England No.166055.

Legal & General Partnership Services Limited.

Registered in England No. 5045000.

Registered office: One Coleman Street, London EC2R 5AA.

We are authorised and regulated by the Financial Services Authority.
We are members of the Association of British Insurers.

W13211 10/10 H116422