



# North American's Business Solutions

## Buy-Sell Agent Checklist

- Discussed changing value of the business and life insurance needs

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- Considered a supplemental cash value growth plan along with life coverage

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- Determined need for corresponding key person life insurance

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- Identified the decision maker in the organization

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- Triggers have been discussed and the following are financed:

- Death
- Disability
- Divorce
- Bankruptcy
- Retirement
- Other \_\_\_\_\_

- Stock redemption, cross purchase, hybrid, or third party? How many owners? (If more than three owners, individual ownership of policies may not be efficient.)

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- Verified ownership and beneficiary designations of life policies are appropriate

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- Obtained details of the agreement, including the valuation formula

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- Client has drafted plan with attorney

- Copy attached

- Plan is signed and executed by all parties