FINANCIAL & CORPORATE SERVICES

CK1989/007583/23
FSP5481

EX DIVERSITATE VIRES

BUSINESS ASSURANCE

1. RELEVANCE

Business Assurance refers to:

1.1. Partnership Assurance – whereby Partners take out life assurance on each other's lives so that in the event of death or disability of one Partner, the others can pay out the deceased Partner's company value to his/her estate.

1.2. Contingent Liability – whereby Shareholders can cede life assurance to the bank to cover any overdraft or loan in the event of their death or disability.

1.3. Keyman Assurance – whereby Shareholders take out a life assurance on either an Employee / Partner who is absolutely key in running the business, and in the unfortunate event of that Employee's death or disability, it would financially cripple the Company until such time a replacement can be found. Unfortunately, in certain "Key" positions it is not easy to replace specific expertise, - hence Keyman Assurance is vital in many businesses.

2. VALUE OF BUSINESS

STEP 1 - Determine the market value of your business.

2.1. This is not the thumb suck - fairy-tale value you think it is. Actual realistic market value – actuarily calculated and proven. Yes, you can go to Business Brokers who can spin you a line to get your business, but it would be far better for you to understand and be able to do the calculation yourself.

2.2. Contact me for a free valuation and allow me to equip you and empower you to be able to evaluate your own business in future, in an accurate and professional manner.

3. LEGAL STRUCTURE

KEY NO ! :- dot your i's and cross your T's

IT IS ABSOLUTELY IMPERATIVE THAT ANY PARTNERSHIP AGREEMENT IS STRUCTURED CORRECTLY.

3.1. **"We do not need a formal agreement. My mate and I have been in business for years and are the best of friends – we have worked on a handshake for years - we trust each other"**

3.1.1. Cannot count how many times I have heard this or similar the last 37 years. Let me be crystal clear:- Bullshit - when your **"Best Mate"** dies his sweet, dear loving wife whom you have known to be the kindest, sweetest person for the last 20 years – can overnight become **"Cruella de Ville"** - the biggest bitch you have ever met in your life, who can legally take you to the cleaners and sell your business under your nose to ensure she gets her cut.

3.2. A proper legal agreement is imperative and if you do not structure it correctly it will not be worth the piece of paper it is written on, and when the brown stuff hits the fan you will be up the creek without a paddle.

3.3. A proper legal agreement - which deals with Business Assurance - is complicated and not any Attorney is competent to do the job correctly. Furthermore, it will cost you thousands.

3.4. **Deal with FCS and I will ensure I set up your agreements free of charge**. My agreements have been set up by some of the top legal and tax minds in South Africa and have proven, over and over these last 38 years, to be iron-clad in a court of law.

Contact me - could just save you a small fortune during your lifetime.

What's App or call me directly on 0824504151 or email at rob@fcs.co.za

Regards

Rob Santini