

## Questions for Estate Planning Advisors To Ask

### **If you walked away from the business this instant:**

- Would it continue without you?
- Would it lose value or cash flow?
- What effects on the business would your death cause?
- Does your family know who you want to run the business without you?
- Does your family know what you want to have happen to the business—should it be continued? Sold? Transferred to family and is so to whom? Sold to management or key employees? Liquidated?
- Are you certain your key people would stay without you?
- Would any business creditors be concerned?
- Would the successor owner you desire if you leave the business as you plan, become the new owner if you got hit by a truck today?
- Is that good or bad?
- Who would own the business if you didn't survive? Is that what you want?
- Will your family continue to enjoy the same living standard whether you live or die?
- Will the goals and aspirations you have for your business be fulfilled if you left the business forever today?
- Will the goals and aspirations you have for your family be fulfilled if you left the business forever today?