



SSC # 7 - BUSINESS INSURANCE SOLUTIONS

This course is eligible for:

5 Life & A&S CE Credits for BC, AB, SK, MB & ON.

QC resident Advisors will receive 5 PDUs

General CE Credits as marked on certificate for some Provinces.

What will the Financial Advisor learn as a result of completing this course?

If you have not worked in the Business insurance field prior to taking this course, we hope that the information will give you enough reason or a desire to work with your clients and prospects who currently or will own a business at some point in the future.

Upon completion of this course, you will be more knowledgeable in offering the business owner tax efficient solutions by using the various insurance products that you offer, and at the same time showing them different structures for putting these products into force.

Business Loan Protection (Collateral Insurance), Buy-Sell Agreements, Disability Buy-Out Agreements, Key Person Insurance and Business Critical Illness are only some of the insurance solutions that you can recommend.

You will also have acquired a working knowledge of how taxation can affect each recommended solution.

This course covers:

- The various forms of business structures.
- Why do your business owners need business insurance? Getting the right insurance for the problems you uncovered.
- Overview, advantages and disadvantages of various business insurance solutions.
- The different types of Business insurance and how to determine eligibility.
- The solutions to the four "D's" of a business exit.
- Where to find the available capital to make the business grow, specialized BDC solutions & the ins and outs of receiving financing from a bank.
- What happens to the business at the death of the owner or other key person
- The purpose of Key person insurance as a business solution and how to arrive at the right amount.

- Individually & corporate owned insurance. Which option is better for the business owner? Pros and Cons of both will be discussed.
- Buy-Sell agreements - Funded or non-funded? What forms are available? How much should the buy-sell cover?
- Disability and Critical Insurance buy-outs to protect the business owner and their family. What structures are available?
- Transfer of shares in a business structure.
- Split Dollar options and funding for the business owners.
- The effects of taxation on the various forms of Business Insurance coverage.

As is the case with all Pro-Seminars courses, the advisor will be better positioned to “Know Their Clients” and offer the proper solutions to solve any problems uncovered in the fact-finding and financial planning stages of the process.