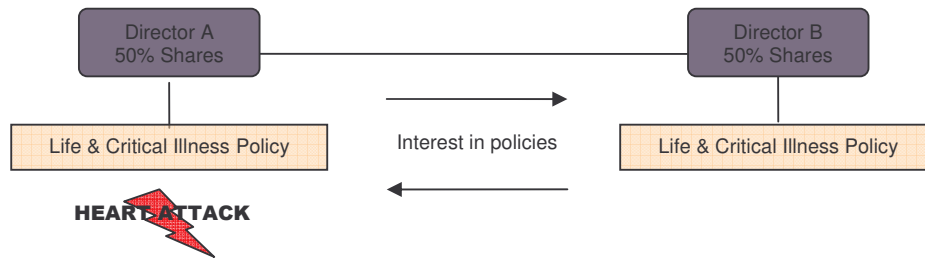




Client Case Study – Business Client



Background

Norwich based limited Company which is trading profitably. Two directors who each own 50% of the shares.

Challenges

- Threat to the financial security of each director in the event of the death or ill health of the other.
- Financial threat to the profitability of the company on similar event.

What We Did

- Arranged share purchase insurance providing funds for each director to be able to purchase the shares of the other in the event of death or serious ill health.
- Appointed legal advisors to draw up the necessary legal documentation.
- Arranged competitive life cover and critical illness cover for each director.
- Made sure that each director's wills were up to date using solicitors.

The Results

- Provided cover on an agreed basis for each director. The eldest director suffered a heart attack after four years which resulted in the payment of the agreed sum insured to his co-director, thus facilitating the purchase of shares.
- The director was able to retire utilising the funds received, together with other investments.
- The company is able to continue trading without meeting income liabilities associated with the affected director.
- The remaining director was able to acquire the shares without having to finance them directly from his own resources, and therefore was able to maintain ownership of the business unencumbered.

