



AGENCY PERPETUATION QUESTIONNAIRE

There are many things to consider when perpetuating your insurance agency. Time is of the essence as there are many moving parts and the planning and execution can take several years. Please use the following guide as both a checklist of things to get in order, and as a guide that will help facilitate discussions.

INCOMING SHAREHOLDERS

- € What are your professional goals for the next three to five years?
- € In what areas would you like to take on additional responsibilities?
 - Management
 - Production
 - Other
- € Given your current responsibilities, will you be able to take on additional responsibilities?
- € How would you transition your current duties to enable you to accept additional responsibilities?
- € Do you want to increase ownership / become an owner?
- € Consider your personal goals for the future:
 - Lifestyle needs?
 - Compensation needs to support lifestyle.
 - Other factors (family, education, needs to support an aging parent, etc.)?
- € What sacrifices are you willing to make to obtain stock in the agency?
- € How much personal debt are you willing and able to accept?
- € Are you willing to reduce your compensation to facilitate the transaction?