Financial Solutions
for Business Owners

CAPITAL
ESTATE PLANNING CORPORATION
Provider of your Voluntary Benefits Program

How to use insurance and financial solutions to protect you, your company and your investment.

Solutions for Business Owners

Key Person Life Insurance

What happens to the business if your partner dies?

Are you suddenly in business with their spouse? Their kids? Does your Shareholders Agreement say that you'll buy them out? If so, do you have to drain the company's finances to do it? What if business is at a low? If a key person dies, lenders may cut back credit, creditors may press for payment, debtors may delay making payments, and competitors may take advantage of the uncertainty.

Health Protection Plan for Business Owners

Would your company survive if you were unable to work – for example due to cancer, a heart attack or stroke?

The Executive Health Plan is built to protect your company if you're diagnosed with a life-changing critical illness. It provides a lump sum of tax-free cash to help the company survive while you recover. The costs of the plan are paid by your company and yourself. If you don't get sick, all of the contributions can come back to you personally tax-free.

Funding Business Capital Gains

Your business assets will be deemed to be have been disposed of at death. You may be facing taxes in the form of capital gains and recaptured capital cost allowance. If the funds aren't available to pay for this, assets may have to be liquidated to pay them. Life insurance for this purpose can pay the tax liability – especially useful if your beneficiaries want to hold on to the business assets (or market conditions wouldn't make for a sale at fair market value).

For more information, contact: Rick Harcourt

780-463-6128

rharcourt@capitalplanning.ca

www.capitalplanning.ca

Capital Estate Planning Corporation

@CapitalEstateAB

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Wage Replacement Insurance for Executives

Group disability insurance usually has one catch for senior executives – it's built for the group as a whole, so often has a maximum payout that won't come close to replacing your lost income. Wage replacement insurance is there so that if you become disabled (due to sickness or injury), your finances are protected. Disability Buy/Sell Insurance can help fund an ownership purchase if one partner becomes disabled.

Business Overhead Insurance

If you're unable to work, your revenues may stop -- but your expenses don't. Business overhead insurance helps to cover those costs so that the business continues while you recover.

Pro tip: Put into your Shareholder Agreement what happens in the case of death, sickness or long-term disability – let the insurance company help adjudicate -- so that any decisions are contractual ones, not personal ones.

Solutions for Companies

Deferring taxation through Guaranteed Investments

This investment option gives you a secure investment with a guarantee of no loss and the ability to defer taxes on the money you invest for 3-5 years. A great help with the tax changes on retained earnings and passive income.

Capital Group Benefit System

A rigorous process to identify and analyze your Group Benefits plan. Bring your plan in line with industry standards; reduce your administrative burden; and often save significantly at renewal time by having a strong negotiator in your corner. Then combine your core benefits with individual solutions tailored for each of your staff.

Capital Group RRSP / TFSA / RRIF

Retain and reward your staff by helping them prepare for life after work. Give them access to investment options they could never get on their own, including large institutional investment funds, with none of the transaction fees they'd see in other offerings. And take advantage of the buying power of a 40,000 member group.

Health Spending Accounts (HSA)

Often offered as part of the compensation plan for senior executives, HSAs can supplement existing Group Benefit coverage – to help pay for expenses not covered by Group Plans, cover deductibles, or simply run owners' health expenses through the company instead of paying for them personally.

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