

# PLANNING FOR THE SUCCESS OF YOUR BUSINESS



Your business and personal needs are intertwined throughout the life of your business. That's why an integrated approach through which your needs are evaluated, prioritized and addressed as your business evolves is essential.

Northwestern Mutual brings to you and your advisors the skill, expertise and experience of its representatives, specialists and advanced planning attorneys. Working with you and your other advisors, they help build and implement the drivers that create, grow and protect your business' value and success.

# BUSINESS LIFE CYCLE AND NEEDS

	Startup	Growth	Maturity	Transfer
<b>Risk Management</b>	<ul style="list-style-type: none"> <li>Protect yourself and your ability to do business</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your plan and coverage to ensure business continuity</li> <li>Share your continuity plan with your select key employees and your bank to foster retention and access to loans and lines of credit</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your plan and coverage to ensure business continuity</li> </ul>	<ul style="list-style-type: none"> <li>Share your plan and coverage with the new owner</li> <li>New owner continues and adapts the plan and coverage to meet business needs</li> </ul>
<b>Employee Benefits</b>	<ul style="list-style-type: none"> <li>Offer group benefits to attract and retain employees</li> </ul>	<ul style="list-style-type: none"> <li>Offer a qualified retirement plan for all employees</li> <li>Enhance your program with additional benefits to attract and retain select key employees</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your programs to ensure competitiveness in attracting and retaining employees at all skill levels</li> </ul>	<ul style="list-style-type: none"> <li>Share your programs with the new owner</li> <li>New owner continues and adapts the programs to meet business needs</li> </ul>
<b>Exit Planning</b>	<ul style="list-style-type: none"> <li>Build and grow your business while keeping continuation and succession in mind</li> </ul>	<ul style="list-style-type: none"> <li>Set your objectives</li> <li>Calculate your business' value</li> <li>Choose the new owner</li> <li>Implement and fund your written buy-sell agreement for retirement, disability and death</li> <li>Share your strategy with your select key employees and your bank to foster retention and access to loans and lines of credit</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your strategy and funding to ensure the orderly transfer of your business</li> <li>Because estate taxes can be your largest liability, determine your liquidity needs</li> <li>Enhance your strategy to preserve your estate's value and efficiently transfer wealth to your family and heirs</li> </ul>	<ul style="list-style-type: none"> <li>Execute your strategy</li> <li>New owner creates and maintains his or her strategy and funding</li> </ul>
<b>Personal Financial Planning</b>	<ul style="list-style-type: none"> <li>Protect yourself, your family and your assets</li> <li>Create or continue to refine your estate and retirement savings plans</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your plans and coverage to ensure that you and your family are financially secure</li> </ul>	<ul style="list-style-type: none"> <li>Regularly review and update your plans and coverage to ensure that you and your family are financially secure</li> </ul>	<ul style="list-style-type: none"> <li>Enjoy the rewards of your hard work while ensuring your estate and retirement income plans continue to provide for you, your family and heirs</li> </ul>

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