



12 common Buy/Sell omissions to watch out for

All too often, Buy/Sell agreements neglect to cover key issues. Compare your Buy/Sell agreement to the following checklist. If your agreement has not contemplated these issues, it may be flawed and might not offer you adequate benefits.

- ☒ Is it signed and dated?
- ☒ Does it contain a valuation formula?
- ☒ Are its provisions mandatory?
- ☒ Does it cover all shareholders?
- ☒ Does it contemplate marriage breakdown?
- ☒ Has it considered the stop loss rules?
- ☒ Does it contemplate disability?
- ☒ Does it contemplate critical illness?
- ☒ Does it contemplate retirement?
- ☒ Does it cover bankruptcy and dismissal for cause?
- ☒ Is its funding in line with current business value?
- ☒ Does it cover the ownership and use of insurance contracts?

Ensure that your Buy/Sell agreement covers all the bases.



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