



FOR PROFESSIONALS

SINCE 1941

**BUSINESS
ASSURANCE**

UNCOMPLICATING UNCERTAINTY

A GUARANTEE OF SIMPLICITY



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INTRO

A GUARANTEE OF SIMPLICITY

The future is uncertain. Sometimes, the journey you take can be misted with the fog of uncertainty. Especially if you're a business owner.

That's why at PPS we've developed Business Assurance that protects

your business against the inevitability of the future – fog or otherwise. And we've built our Business Assurance on a singular premise: simplicity. Which means that whatever uncertainties the future holds for your business – with PPS uncertainty is uncomplicated.

WHAT IS BUSINESS ASSURANCE?

Simply stated, Business Assurance is risk assurance taken out to protect your business from the potential financial consequences should a member of your business, who is essential to the business, die, become disabled or suffer a critical illness.

This could be you as an owner, an executive or an employee. Business Assurance replaces uncertainty with certainty by guaranteeing financial liquidity no matter what the future holds, and is instrumental in any succession planning process.

How We Uncomplicate Uncertainty

Our Business Assurance is built on the premise of simplicity and our user experience is how we bring that simplicity to life. That is how we Uncomplicate Uncertainty - by offering the most straightforward and easy to understand sign-up process on the market.

At PPS we simplify the complexity of Business Assurance by drawing one quote for your business which includes all the parties and policies related to the specific Business Assurance needs of your business. That's one quote to cover everything. What's more, we've further simplified Business Assurance by developing a single application process for your business that covers all your policy needs and all the parties you need covered. One quote and one application process - that's simplicity guaranteed and uncertainty uncomplicated.

Overview

At PPS we understand that as a business owner you face a complex network of risks and potentials that could impact your personal financial planning. Your business is your primary and greatest investment: physically, emotionally and financially. It's what funds and directs your lifestyle. That's why we've developed our Business Assurance to protect you

by protecting your business. We have developed four Business Assurance products that between them could provide the exact cover required by any business. It's important to note that the ownership structure of your business will help determine the type of assurance you require.



PRODUCT OFFERING

BUY-AND-SELL COVER

In the event of the death or disability of an owner or shareholder it's vital that provision be made for the sale of the deceased's interest in the

business and that sufficient funds are available to the survivors to purchase the deceased's interest to ensure the continuation of the business.

Benefits of Buy-and-Sell Cover

- A guaranteed buyer and guaranteed price for the interest of each party is provided in the event of the party's death, disability or critical illness - this provides a reasonable value for the deceased's interest, thereby eliminating uncertainty for the heirs.
- It creates ready cash which can be used at the death of the deceased for the purchase of the deceased's interest in the business.
- The surviving parties are ensured outright ownership of the business.
- It guarantees stability and continuity of the business and also ensures the goodwill of employees and creditors.
- A whole or a portion of the purchase price can be provided for the deceased's interest.
- Full ownership by the surviving partners is guaranteed at a predetermined price/valuation method.
- Dispute amongst the heirs is eliminated.
- It guarantees a reasonable price in cash for the heirs which is paid without delay.
- Where no other surety agreements were signed it relieves the deceased's personal estate of all liabilities and obligations towards the creditors of the business. It prevents the business from being drained of its capital resources.



KEY PERSON COVER

Key Person Cover is life insurance effected by an employer on the life of an employee (the key person) whose services and knowledge are instrumental to the running of the business. The life policy is owned and paid for by the employer and, when the key person dies, is disabled or suffers a serious critical illness, the policy proceeds are payable to the employer.

In the same way that short-term insurance can compensate an employer for loss suffered because of fire, theft or water damage (the damaged or stolen asset can be replaced) Key Person Cover can compensate the employer for the loss of a key person in the event of death, disability or critical illness.

Benefits of Key Person Cover

- The employer has peace of mind that funds are available to absorb the loss of the person.
- It covers an operational loss during a period of readjustment.
- It pays additional expenses of finding, employing and training new employees.
- It ensures continuity of credit and effectiveness of the business and its activities.

CONTINGENT LIABILITY COVER

A business will always incur liabilities and often require credit facilities from the banking institution with which they transact. It's standard practice for creditors to request a surety or personal guarantor for the business's financial obligations to them. A suretyship is an undertaking by a surety (normally the business owners)

to fulfill the financial obligations of the debtor to the creditor. The surety is dependent on the performance of the debtor, hence the term "Contingent Liability". The surety binds himself/herself as well as his/her deceased estate as surety for the business's debts.

Benefits of Contingent Liability Cover

BUSINESS

- The business can secure credit facilities to finance its expansion.
- The business will be able to meet its obligations in the event of the death, disability and/or critical illness of the surety and will avoid potential insolvency.

SURETY

- The surety does not have the responsibility of paying the contributions.
- They know that the business will have sufficient funds to meet the obligations for which they have stood surety.
- The surety's estate will not have to bear the liability for these obligations and their dependants/heirs will not suffer any financial hardship because of their having signed surety during their lifetime.



CREDIT LOAN ACCOUNT COVER

When a business owner lends an amount to the business, be it in the form of a capital injection or remuneration accrued but not withdrawn, the business is indebted to such a business owner.

The business will need to repay the loan when requested. The business could fund the loan amount with insurance to ensure available funds when such request occurs in the event of death.

The business takes out a policy on the life of the owner to cover the amount owed to such an owner. On the death this owner the business will use the proceeds of the policy to pay the estate of the owner to settle the debt.

Benefits of Credit Loan Account Cover

- A cash injection to the business.
- Cash to be used to settle debts owed to an owner/other institution.
- Loan accounts settled and equipment paid up.
- No more possible claims against the business or the estate of the deceased.
- Less future expenses for the business to cover, thereby effectively increasing cash flow and reducing future financing costs such as interest.





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