**Email Content**

By now, you’ve probably heard about the Connelly case, where the life insurance proceeds intended to fund a buy/sell agreement were added to the value of the business, resulting in a $1MM increase in the family’s estate tax bill. A big part of the problem the courts have with the case is the lack of compliance with the terms of the buy/sell agreement around periodic valuation of the business.

These business owners are undoubtedly not unique in their lack of periodic review of their buy/sell agreement, the value of the business and any related insurance policies. To make matters worse, there are both insurance solutions and valuation services available that can make that process as painless as possible. All it takes is using an insurance provider that offers products built for this specific purpose, not only insuring the value of the business today, but having a built-in mechanism for both periodic review and commensurate increases in coverage as the business grows.

Drop me a note or give me a call if you want to take a closer look at how we’re designing this strategy with other advisors.