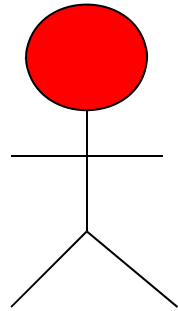
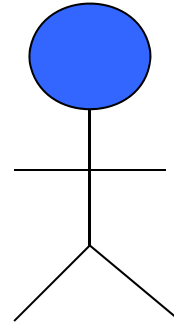


SHAREHOLDER PROTECTION (BUY/SELL) SCRIPT



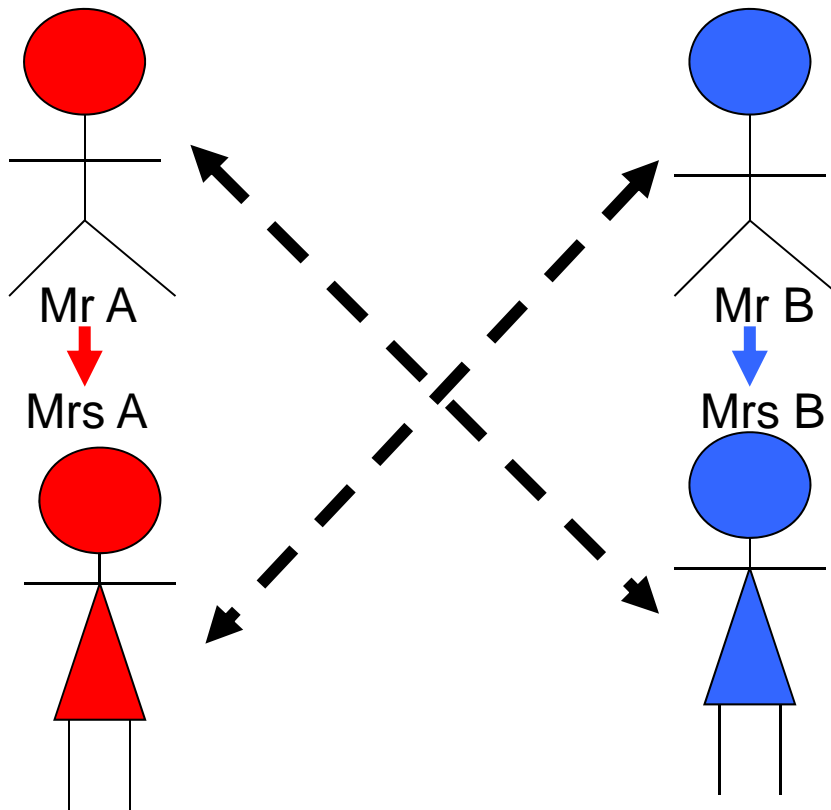
MR A
\$1M



MR B
\$1M

Here's the idea: so, Mr A and Mr B, you own ABC Chemicals jointly and you've told me it is worth around \$2m. You also told me you own the business 50/50 so do we agree that makes each of your shares in the business worth \$1m. (Yes).

Ok, Mr A..... Can I just ask; what happens to your share of the business if you were to die? (Answer: passes to beneficiaries but prompt their answer if they don't know) That's right. Ok, same question to you Mr B (Answer is the same). So my first question is would either of you want to go into business with your deceased business partner's spouse or beneficiary? ('No').

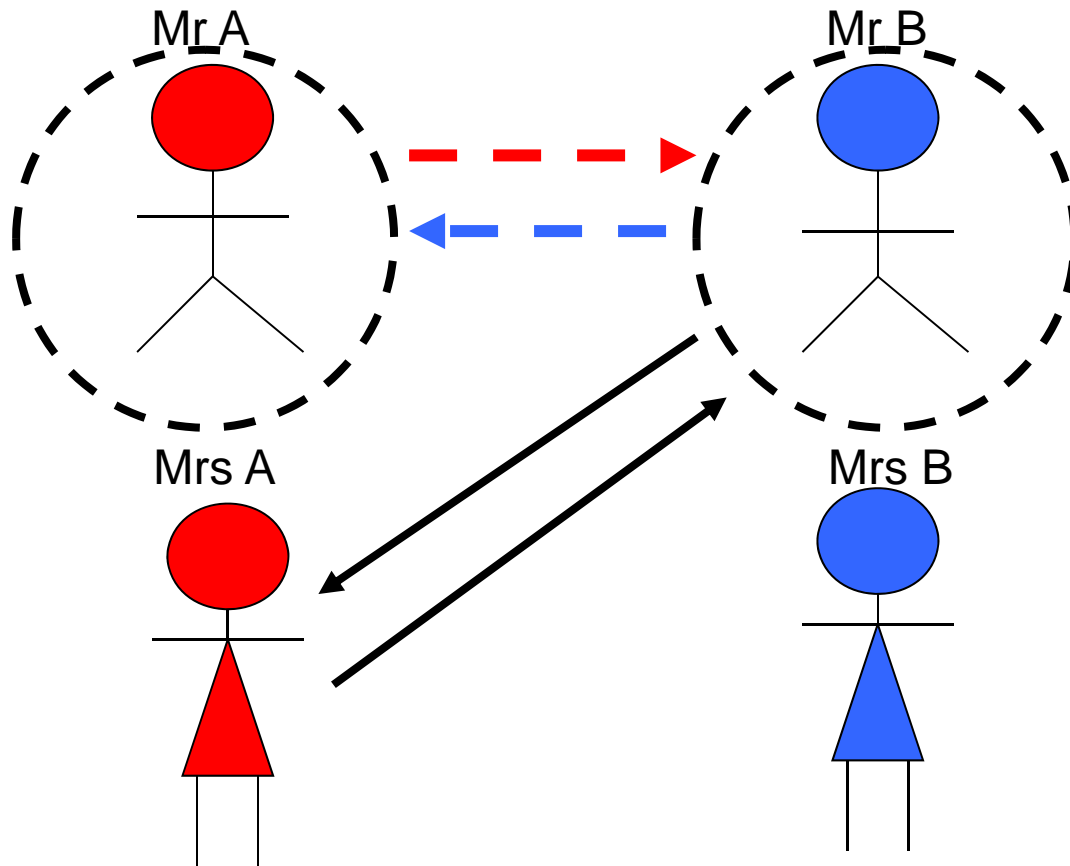


I would suggest that we have a potential problem here because would you agree that your respective beneficiaries would not really want to inherit the shareholding either ('No') Ok, what would they want? ('The cash').

And can I also ask what you would both want if your business partner were to die? (Answer: the shares).

Ok, so given that very few businesses ever have enough cash to 'buy out' the beneficiaries, do we agree this is a matter that needs to be discussed and resolved? ('Yes')

So I'm going to suggest that the best – in fact, only – way to deal with the problem is to establish a corporate protection solution which works as follows:



I will assist with the establishment of an arrangement which Mr A creates for Mr B and Mr B does the same for Mr A. The investment that you need to make into this solution is (now calculate the premium, based on the \$1m sum assured, as a % of the turnover, value or profit of the company, because this will be a small number compared to the larger number of a monthly premium).

Remember sell the CONCEPT first. Once you have commitment the CLOSE is easy.