

Business Life Cycle.

A solid foundation for approaching your dreams and goals.

What is really important to me?

Only you know the desires and dreams you have for your business as well as yourself and your loved ones.

What do I need to do to help make my dreams a reality?

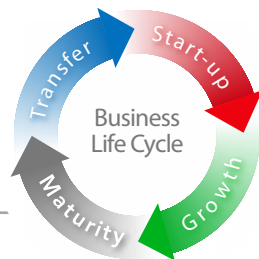
Have you charted the necessary steps to make these things happen?

What might dramatically interfere with my dreams?

Would you be able to fulfill the vision you have for your business if you experienced... an unexpected loss to your business location or inventory... a liability lawsuit... the loss of a key employee or partner... the sudden death or disability of yourself or another individual who is critical to the business?

Are you prepared to weather a disaster and keep your dreams intact?

These are some pretty tough questions. You may be asking yourself "Where would I even start?" Your State Farm® agent can help!



Business Life Cycle Definitions

Start-Up Stage

You are establishing the business, pouring profits back into the business, and testing your business plan.

Growth Stage

Your business' sales and customers are increasing. The business is dealing with growth, as well as competition. The business may increase the number of employees. This is often the time when the business owner may need to re-evaluate the business plan and finances.

Maturity Stage

By this stage, the business has built a stable, loyal customer base. Growth is stable. You will continue to evaluate the market and look for ways to improve the business and adjust to market conditions.

Transfer Stage

In this stage, the business owner retires, closes the business, or sells the business.

Business Asset Protection

Insurance to protect your property and liability exposures

Employer Liabilities

Insurance to protect your employees when injured on the job and for your business to protect from any third party lawsuits stemming from those work related injuries.

Business Continuation

A plan (upon the death of a business owner) which allows surviving owners to continue the business without interference from the deceased owner's heirs, creates a guaranteed market for the business interest, establishes the value of the business for federal estate tax purposes, and provides liquidity for the estate of the deceased owner by turning the business interest into cash.

Owner/Executive Benefits

Individualized benefit plans for business owners, top executives/management, and highly compensated employees; examples include Executive Bonus, Non-Qualified Deferred Compensation, and Split Dollar Life Insurance.

State Farm Bank® Visa® Business Credit Card

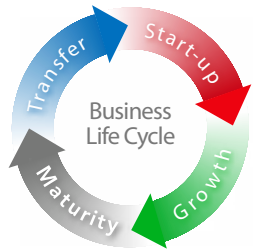
Credit card designed for business owners to help manage their business.

State Farm Bank® Deposit products

Variety of deposit products for a business owner's personal financial needs.

Employee Benefits

Various non-wage compensation packages provided to employees in addition to their normal wages for the purpose of increasing the economic security of the employees; examples are group life insurance and business retirement plans.



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Start-Up Stage

Growth Stage

Maturity Stage

Transfer Stage

For the Business

Business Asset Protection

Business Auto, Business Owner policy or Contractor policy, Bonds, Commercial Liability Umbrella, and Inland Marine

Employer Liabilities

E&O/Professional EPLI

Business Continuation

Buy/Sell (Agreement Phase)

Business Asset Protection

Increased Coverage for Business Lines, adding additional coverages.

Employer Liabilities

E&O/Professional EPLI

Business Continuation

Buy/Sell (Term Phase)

Business Asset Protection

Increased Coverage for Business Lines, adding additional coverages.

Business Continuation

Buy/Sell (Permanent Phase)

Business Asset Protection

Products and Completed Operations Liability Policy

For the Owner Key Person

Owner/Executive Benefits

Individual Health, Life, and Disability Insurance

Business Expansion

Visa® Business Card

Business Continuation

Credit/Mortgage Disability

Owner/Executive Benefits

Expanded Health, Life, and Disability Insurance Coverage

Business Expansion

Bank Deposit Products

Employee Benefits

Business Retirement Plans

Business Continuation

Credit/Mortgage Disability

Owner/Executive Benefits

LTC Coverage, Executive Benefit Plans, Executive Bonus, Split-Dollar Non-Qualified Deferred Compensation

Employee Benefits

Business Retirement Plans

Business Continuation

Key Person Insurance, Credit/Mortgage Disability, Business Valuation

Owner/Executive Benefits

Estate Planning

Employee Benefits

Distribution Planning (Retirement)

Business Continuation

Buy/Sell (Business Succession)

For All Employees

Employer Liabilities

Worker's Compensation

Employer Liabilities

Worker's Compensation

Employer Benefits

Individual Health Insurance, Group Life, Hospital Income, Disability Income, Business Retirement Plans

Employer Liabilities

Worker's Compensation

Employer Benefits

Advanced/Selective Retirement Plans

Owner/Executive Benefits

Deferred Compensation, LTC

Employee Benefits

Retirement Plans

- Asset Transfer/Rollover
- Distribution Planning

Not all products and coverages are available in all States.