



Pass It On, Inc.

Issue 22

Since 1947

PASS IT ON INC FORGES INTO THE TWENTIETH CENTURY!!!

That's right, the 20th century. By the beginning of the year 2000 many large companies had websites, efficient email communication and were offering customer service and information over the Net. Now we do, too! Here's what is happening here at *Pass It On, Inc.*

Passitoninc.com – our website contains articles, diagrams and outlines that relate to our primary client needs:
Business succession plans.
Stock transfer plans for children/employees.
Exit strategies for business owners.
Business and personal *life, disability and long-term care insurance* advice.

We also offer insight into the latest effective means of optimizing your estate plan for the best family outcome and minimal estate taxes. Many of our clients are also interested in using *charitable estate techniques* to include their favorite charitable causes in their plan.

You can also check out our staff members and their backgrounds – they're awesome!

Email Communication – we've had email through an Internet provider for nine years, but it was less than ideal. Now you can reach us in two different ways. Business requests, questions and other communication can be sent to any individual first name at **passitoninc.com**. Personal messages can be directed to the first name at **passitoninc.net**. You decide – we'll get it either way.

For security reasons we don't open attachments unless we're expecting them or forward messages that contain jokes, cartoons, sermons, viruses, spy bots and other miscellaneous problems.

Newsletter – we've sent out fewer newsletters this past two years as we built a new building (see picture on the back), moved in, restructured our office staff and honored our commitment to family time. We plan to provide more frequent, less wordy messages and would like your input as to the most effective means. Please answer the questions below as to your preferred means of communication.

Finally, one thing hasn't changed. We are committed to providing the best advice, soundest planning and highest-quality products that are appropriate for your situation and objectives. ***Some things don't change – Pass It On. Don***

There are three ways to get our quarterly newsletter:

- 1) By email** – send us an email to info@passitoninc.net and **OPT IN** to receive the newsletter electronically. (Your email address will be used only by our office.)
- 2) By snail mail** – we will continue to send you a hard copy unless we hear from you.
- 3) Go to our website** – view current and past editions of newsletters. **www.passitoninc.com**



Our new permanent home!

What's Coming in the Future?

In the next newsletter we will focus on *Women and Wealth*. Why?

51% of all private wealth is controlled by women. **

More than half of high net worth women business owners and executives contribute more than \$25,000 to charity each year. **

2.5 million women are top wealth holders with a combined wealth value of \$4.2 trillion. *

Women will inherit 70% of all estates.

* 1998 IRS Report

** Women in Higher Education 2/12/06

We will share some pertinent ideas for women business owners on how they can protect their businesses and give more to their favorite causes.

PLANNING TO KEEP
Families
IN BUSINESS

Are You Protected?

The Four D's — death, disability, divorce, defection join bankruptcy are serious concerns to address.

Buy-Sell agreements — this is the most common business continuation planning tool. If life insurance funds the agreement, it establishes the value of your business and assures a ready market for your share in the business. These agreements can protect business partners from sharing ownership with unintended heirs.

Key person life insurance (on owner or key employee) — Provides funds needed to keep your business running smoothly. 1) a wall between family security & company obligations. 2) keeps liabilities from being problems for heirs — i.e., leases, notes, unfulfilled contracts.

Personal life insurance — family financial needs should be met in spite of inadequate business plan.

Disability insurance — your business can provide you with personal disability insurance — which continues a portion of your salary when you're unable to work — and the premiums (in many cases) are tax deductible.

Key Person LLP — advanced planning concept you can find on our website. www.passitoninc.com

Long-Term Care — for you or those who may depend on you financially -- protect your assets from devastating medical care costs.

Questions to ponder...

Who takes over when it's time for the current owner to move on?

How do you protect the assets built over a lifetime?

Who takes over managing them in the end?

We can help you with all of the above. If you have questions, contact us.

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