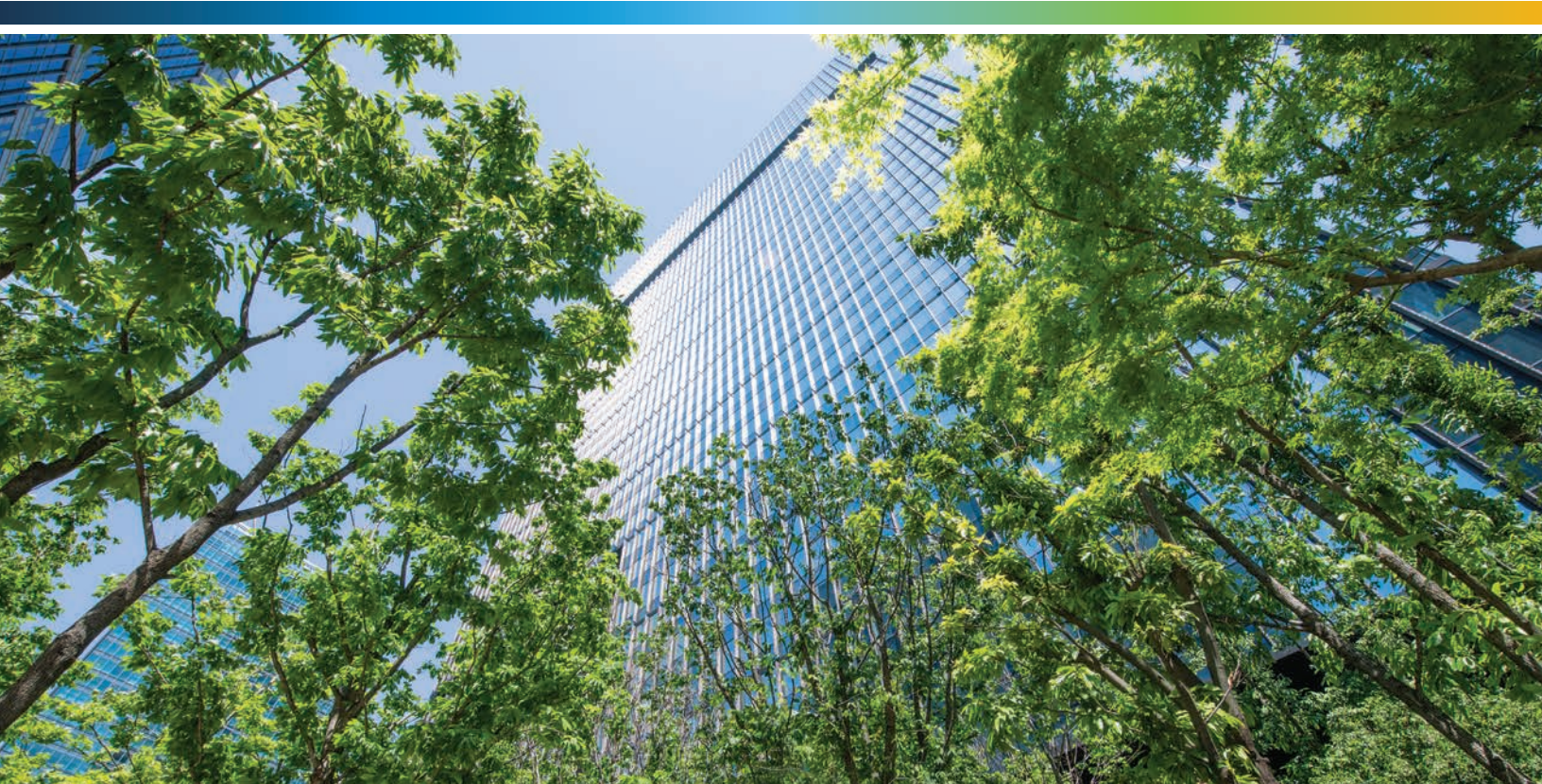


BUY-SELL AGREEMENT

Help protect the life of your business



Not a bank or credit union deposit, obligation or guarantee	May lose value
Not FDIC or NCUA/NCUSIF insured	Not insured by any federal government agency

Help ensure the survival of your business

With so much to think about day-to-day, many business owners don't take time to consider the importance of a proper business succession plan.

Without one, the death of one of the business owners could mean the end of the business. Help ensure the survival of your business and the financial security of your family with a Buy-Sell Agreement funded by life insurance from Symetra Life Insurance Company.

Purpose of a Buy-Sell

A buy-sell agreement is a legally binding contract that assures the seamless transfer of ownership of the business upon the death of an owner.

Depending on the terms of the agreement, the other owner(s) or the business itself are obligated or have an option to purchase the deceased's business interest, and the beneficiaries of the decedent's estate may be obligated to sell the decedent's share of the business at a predetermined price.

Benefits of a Buy-Sell

A buy-sell agreement funded by a life insurance policy has numerous advantages for beneficiaries and surviving owners.

> Beneficiaries

- Guarantees a predetermined price for the business.
- Provides funds to pay outstanding debts and expenses.
- Establishes a value of the business for estate purposes.

> Surviving Owners

- Guarantees a predetermined price for the business.
- Provides funds to help purchase the deceased owner's interest.
- Moves the company forward with partners identified by the owner(s).

Funding the Agreement

A buy-sell agreement is a legally binding contract that assures the seamless transfer of ownership of the business upon the death of an owner.

Depending on the type of agreement, the other owner(s) or the business itself are obligated to purchase the deceased's business interest, and the beneficiaries of the decedent's estate are obligated to sell the decedent's share of the business at a predetermined price.

How a Buy-Sell Works

Buy-sell agreements can be used for any business structure, including sole proprietorships, partnerships, limited liability companies (LLCs) and corporations. An attorney will draft the agreement based on the terms you and any other owners agree to.

See examples of common plan structures on the following page.

How a Buy-Sell Works

> Premiums

Life insurance premiums are not tax-deductible by the business or the insured.

> Cash Values

The policy's cash value grows on a tax-deferred basis.

> Death Benefit

The death benefit is generally free of federal income taxes.

Common Buy-Sell Structures

Cross-Purchase

1

The owners of a business enter into an agreement to buy life insurance policies on each other's lives for an agreed-upon amount.



2

Each business owner pays nondeductible premiums to Symetra Life Insurance Company.



3

Upon the death of any insured business owner, Symetra pays the death benefit to the surviving owner(s), as beneficiaries of the decedent's policy can use the proceeds to buy the deceased's share of the business.

Entity-Purchase/Corporate Stock Redemption¹

1

The business enters into an agreement to buy life insurance on each business owner's life for an agreed-upon amount.²



2

The business pays nondeductible premiums to Symetra Life Insurance Company.



3

Upon the death of any business owner, Symetra pays the death benefit to the business, which can use the proceeds to buy the deceased's share of the business.

Contact your insurance professional for more information.

Why Symetra?

Three guiding principles form the foundation for how we make decisions: Value, Transparency and Sustainability—or VTS. Simply put, VTS defines how we do business inside and out. What does it mean?



- **Value:** Products and solutions people need at a competitive price—backed by dedication to excellent customer service.
- **Transparency:** We communicate clearly and openly so people can understand what they are buying.
- **Sustainability:** Our products stand the test of time. We're financially disciplined so we'll be here when customers need us.

To learn more about Symetra, visit www.symetra.com.



Symetra Life Insurance Company
777 108th Avenue NE, Suite 1200
Bellevue, WA 98004-5135
www.symetra.com

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Guarantees and benefits are subject to the claims-paying ability of Symetra Life Insurance Company.

Life insurance policies contain exclusions, limitations, reductions of benefits and terms for keeping them in force. Please contact your insurance professional for complete details.

This material is not intended to provide investment, tax or legal advice. Consult your attorney or tax professional for more information.

¹ A corporate stock redemption is similar to an entity purchase, except the business is a corporation.

² Under IRC Sec. 101(j)(4), the insured must sign a notice and consent form prior to the life insurance being issued.