



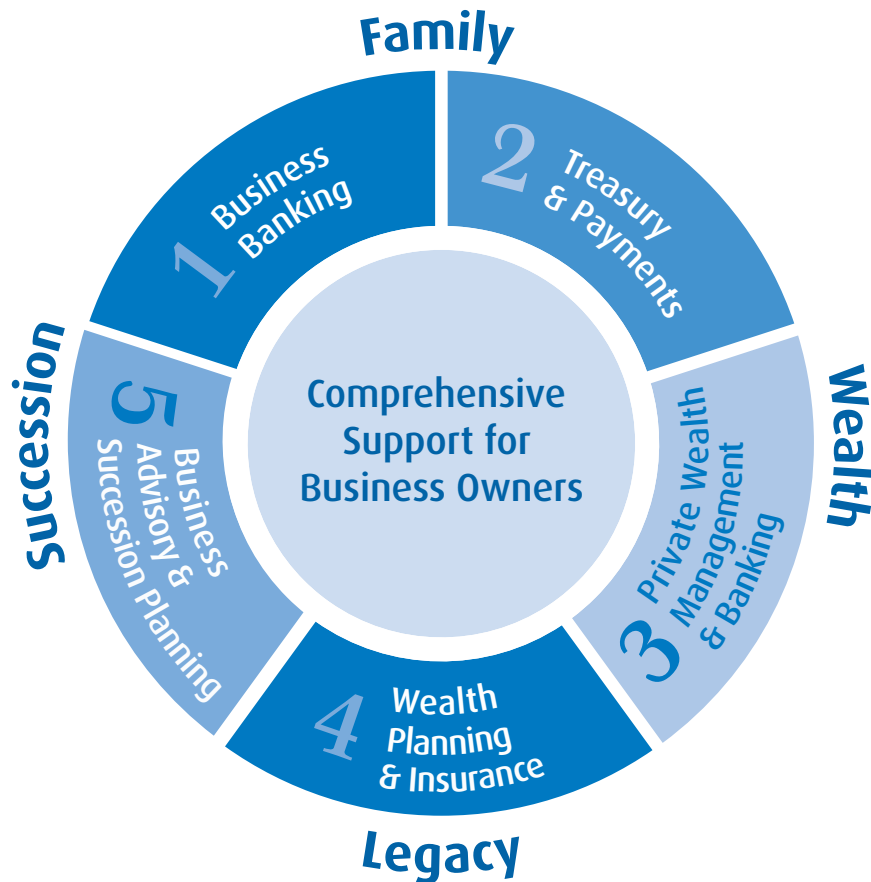


# Understanding Your Needs as a Business Owner

As a business owner, your priorities may change as you transition through various stages of the business life cycle. As priorities change, your focus may shift in areas such as banking, risk management, financial planning, investment management and your family needs. What remains constant is your desire to be successful and to share your success with those closest to you. So, what is on your mind? One of the most common questions that business owners have, is “Who can help me with these transitions?” At BMO we can help you address this question and achieve your financial goals.

	Start-up 	Growth 	Maturity 	Exit 
	Traditional Risk Management Tools		Comprehensive Wealth, Tax & Business Planning Solutions	
<b>Common Characteristics</b>	<ul style="list-style-type: none"> <li>• Business is heavily reliant on the owner</li> <li>• Owner focusses on survival &amp; growth</li> <li>• Most assets may be tied up in the business</li> <li>• Owner is cost conscious due to cash burn/outflow</li> </ul>	<ul style="list-style-type: none"> <li>• More staff may be needed, yet still reliant on the owner</li> <li>• Additional debt may be required for growth</li> <li>• Additional assets increase business lending base</li> <li>• Business starts to generate free cash flow</li> </ul>	<ul style="list-style-type: none"> <li>• Personal wealth increases</li> <li>• More wealth may be extracted from business to diversify personal wealth</li> <li>• Owner starts to think about transitioning the business, but often does not get into the details unless prompted</li> <li>• Key management team may take on increased strategic oversight</li> </ul>	<ul style="list-style-type: none"> <li>• Family security may be high on priority list</li> <li>• Selling the business will create a liquidity event</li> <li>• Owner thinks about family legacy and maintaining family unity during transition</li> <li>• Owner contends with new financial assets to manage rather than operating business</li> </ul>
<b>Key Questions/ Top of Mind Concerns</b>	<ul style="list-style-type: none"> <li>• With my assets tied up in the new business, how will I continue to provide for myself and my family?</li> <li>• When should I incorporate and what are the costs/benefits?</li> <li>• What can I do to protect myself and my family as I grow my business?</li> </ul>	<ul style="list-style-type: none"> <li>• What strategies can I use to fund the growth of my business?</li> <li>• How much do I pay myself and how much do I reinvest back into the business?</li> <li>• What strategies exist to income split and minimize taxes?</li> <li>• How should I be managing my personal wealth?</li> </ul>	<ul style="list-style-type: none"> <li>• How much is my business worth and how can I maximize the value of the company?</li> <li>• How can I reduce the business’ reliance on me? What if something happens to me?</li> <li>• What is the best way to include my children in the business while maintaining family unity?</li> </ul>	<ul style="list-style-type: none"> <li>• What are my strategic options for exiting?</li> <li>• What do I need to consider if I am going to sell or transfer my business?</li> <li>• When is the right time to sell?</li> <li>• How can I maintain family unity during the transition?</li> <li>• How can I minimize the tax consequences due to the business transition?</li> </ul>
<b>Needs</b>	<ul style="list-style-type: none"> <li>• Business banking</li> <li>• Payroll &amp; cash management</li> <li>• Lending facilities</li> <li>• Debt protection</li> </ul>	<ul style="list-style-type: none"> <li>• Additional lending</li> <li>• Investment advice</li> <li>• Financial planning</li> <li>• Key person protection</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic business advice, including succession planning and managing of family dynamics</li> <li>• Investment management</li> <li>• Retirement planning</li> <li>• Tax optimization strategies</li> </ul>	<ul style="list-style-type: none"> <li>• Intergenerational tax &amp; estate planning</li> <li>• Charitable giving strategies</li> <li>• Trust &amp; estate administration</li> <li>• Tax efficient corporate asset transfer advice</li> </ul>

BMO has a team of financial professionals to provide best-in-class advisory services for your personal and business needs.



- 1. Business Banking:** Dedicated Relationship Manager & Your Key Contact
  - Partner to understand, design, implement and review your ongoing needs
  - Business bank accounts, deposits and cash flow management
  - Business credit cards
  - Financing for your business
- 2. Treasury & Payments:** Helping business owners keep money moving smoothly
  - Managing receivables, payables and payroll
  - Deposits and liquidity
  - Information Reporting and Risk Management
- 3. Private Wealth Management & Banking:** Tailoring support for the personal and business needs of high net worth individuals and families
  - Sophisticated Investment & Portfolio Management Solutions
  - Private Banking
  - Trust & Estate Services
  - Online Digital Management Solutions
- 4. Wealth Planning & Insurance:** Planning advice and risk management expertise to deliver a detailed financial plan
  - Comprehensive and Holistic Tax and Retirement Planning
  - Insurance Advisory & Solutions
  - Will and Estate Advice
  - Charitable Giving and Philanthropic Advice
- 5. Business Advisory & Succession Planning:** Strategic business advice, including transition, succession and family dynamics
  - Informed insights on ownership, succession, and exit strategies
  - Guidance on multiple advanced planning and business valuation situations
  - Mergers and Acquisitions Solutions and Services
  - Family Office Services
  - Family Enterprise Advisors
  - Tax-efficient Intergenerational Wealth Transfer Advice



We can help you transition from one phase to the next with your business. For more information, speak with your BMO financial professional.