

Revenue Keyman Insurance

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When discussing Keyperson Insurance for Revenue purposes, I also advise the client what the net premium (after tax) is.

I then relate this to what % this is of the company's value. Another way is to show the net premium as a % of the company's turnover. Both %'s are usually very low.

This puts the premium cost in perspective.

I also say the Keyperson Insurance is much cheaper than the General Insurance premiums.

Which is more important, the person making the money now and in the future or the buildings, plant and machinery?