

Business Protection Plan Questionnaire

1.0 Understanding Your Business

a) What is the name of your business

b) What date did your business start operating

c) What goods or services does your business make or provide

d) Do any of the shareholders of your business have any associated entities to this business

Yes No

If **yes**, please provide details.

e) Is there anything about your business that makes its position unique to the market/s it serves

f) How many people (including shareholders) work for the business:

Income Producing:

Non-Income Producing:

g) Are you expecting any structural changes to the way your business operates in the next 12 months

Yes No

If **yes**, please provide details.

h) Please provide a brief description of the role and responsibilities of other people you consider key to the business' success

i) Has your business performance (either turnover or profit) varied by more than 20% (loss or gain) in the past financial year?

Yes No

If **yes**, please provide an explanation.

j) Has there been a decline in gross income (revenue) or net income (profit) over the past two financial years, or is there any known reason why business performance may deteriorate in the next 12 months?

