

On the morning of December 31st, my doctor called to go over the results of the MRI I had taken of my lower back. He confirmed I had a bulging disc in and then paused before saying, "The MRI also shows that you have a malignant tumor on your left kidney...you have kidney cancer."

I felt like I had just hit a brick wall at 100 mph without braking. I was asymptomatic and was in total disbelief. I couldn't even finish the call. After coming back to reality, I realized that I had every plan in place to protect my family, my business and the families that depend on my business.

Years earlier, our company created a program called Preparing for the Unexpected, in the event of something like this actually happening. Contingency instructions outlining who was going to do what, when, and how were drafted and finalized. All of my trusted advisors were contacted and a complete organizational chart was put in place to make up for me not being there.

My funeral instructions were in written format and I had completed a 42-page book with all the pertinent information documented. This book included a list of all my assets, liabilities, account numbers, passwords, PIN numbers, and dozens of other important items. I then designed a detailed succession plan and updated and organized all of my estate planning documents. These documents were all put in one place and included wills, trusts, power of attorney, and medical directives.

I created Stay Put Documents promising my key employees a substantial amount of additional income if they stayed for a certain amount of time after my death and assisted my

About Our Company

Blueprints For Tomorrow is a nationally recognized company that specializes in contingency, succession, and transition planning with a focus on growing businesses and improving cash flow.

We work directly with closely held businesses to create customized strategies and solutions that ensure the future of their organizations. As a third-generation company with over 40 years in the industry, we have the pleasure of serving thousands of clients and their families across the country.

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family with the business. Additionally, I ran an updated audit of my insurance. This included my life, disability, critical illness, and long-term care policies.

All of my financial contingencies were covered. My wife had enough cash flow to continue to run the business, find a buyer, or even close the doors. There was enough money for everyone's needs, including my charitable commitments. I had a lot of concerns: surgery, chemotherapy, radiation, being out of work for months, and even dying. **However, I was not concerned with the day-to-day continuity of my business because we were prepared for this phone call.**

I sat down with my office and explained what was going on and told them we were going to be just fine. All of the plans I designed and put into place years earlier put my mind at ease. Realizing how scared I was after my diagnosis, I could not imagine also worrying about starting to put contingency plans in place. They already were.

In the weeks after my diagnosis, my kidney

was removed and I instantly went from being a cancer patient to a cancer survivor. I was blessed – the tumor was encapsulated so the cancer had not spread. When the kidney came out, so did the cancer. I did not need chemotherapy or radiation, and there was little follow up.

1 out of 3 business owners will die while owning their businesses and 1 out of 4 will become seriously ill. 7 out of 10 business owners have not planned for either of these things to happen. Are you prepared for that phone call? Call me if you want help.

- Nathans S. Sachs

We Prepare Business Owners for the Unexpected

It takes a lifetime to build a business and it takes a moment for it to fall apart. All it takes is an unexpected death, an unforeseen illness, or a key personnel departure. Business owners must understand the possibilities, prepare for the risks, and plan for their continuity and succession. Protecting the business means protecting the families that depend on it. The financial stability is interconnected. We understand this because we live it ourselves. **-Founder & CEO Nathan S. Sachs, CLU, ChFC, CFBS, CTP**