



Preparing for your Tele-Interview as part of your Business Insurance application

Your insurance company has selected Dynacare Insurance Solutions to conduct a Telephone Interview as part of your Business Insurance application. This interview will assist in the completion of your business application which may include key person, buy-sell, loan protection, or overhead expense insurance.

All information discussed on your call will be kept confidential.

Tips for a successful Tele-interview

Depending on the type of insurance applied for, be equipped to answer questions pertaining to:

- **Business information:** Including business name, legal/registered name, year founded, business structure, registered business address, website, and nature of the business activities
- **Financial performance:** Including gross annual income of the business, deductible expenses, net income and other financial information for current and previous year
- **Valuation:** Including fair market value of the business and how it was calculated
- **Financial statement information:** Including breakdown of assets (cash, equity, bonds, investments, other), liabilities (mortgage, loans, other), unearned income (dividends, interest, real estate, other) and average monthly expenses (salaries, payroll, utilities, taxes, other)
- **Partners and Shareholders:** Names, percentage of ownership and insurance in-force for all owners and key persons
- **Annual income:** Your total annual income as derived from this business in addition to all other sources.
- **Lender details:** including name of existing lenders, amount outstanding, and dates obtained

It may be helpful to have your financial documents and income tax forms nearby, and we ask that you familiarize yourself with them prior to your interview.

A Tele-interview for your business insurance application will take approximately 45-60 minutes.

45-60
min

What to Expect

- This interview will be conducted as part of your standard health questionnaire tele-interview. In some cases, this business questionnaire interview will be scheduled in addition to a medical exam. Please refer to the Dynacare Insurance Solutions Telephone Interview and/or Paramedical Exam preparation guides for preparation instructions.
- The tele-interview for your business insurance application will take approximately 45 minutes, and may vary depending on the health history being covered and business information required.
- Your information will always be kept private and confidential.
- If you get disconnected, the tele-interviewer will contact you to continue the tele-interview