Are Your Business and Personal Finances on Solid Ground?
Financial Planning for business owners combines personal and business situations. It’s important to consider both your family life and the business life cycle.

Who starts their own business and why?
- 2.7 million Canadians own and run a business
- 46% Of post-secondary students plan to start their own business
- 40% Plan to start their own business after turning 65
- 64% Plan to sell their business to fund retirement

What can owners do to prepare along the way?
- **NOW**
  - 71% have incorporated their business
  - Incorporating vs. sole proprietorship can help limit risks of business ownership
- **ESTATE**
  - 58% implemented a more robust corporate structure
  - 34% multiple wills
  - 29% trusts
  - Applying these measures can help minimize taxes
- **SUCESSION PLAN**
  - 39% created a plan for tomorrow
  - The planning process can help establish an exit strategy
- **RETIREMENT**
  - 82% plan to use RRSPs to fund retirement
  - 24% plan to use individual pension plans
  - Insurance can help in case of illness, disability or accident

79% HAVE A BUSINESS PLAN
- Taxes, Succession Planning, Insurance, Corporate Structure, Liability, Trusts

74% HAVE A PERSONAL PLAN
- RRSPs, Pension Plan, Taxes, Health, Estate Planning, Life Insurance

Top sources of income for business owners’ retirement
- 82% RRSPs
- 80% Government pensions
- 69% Real Estate
- 65% Non-registered investments
- 64% Sale of business

What keeps Canadian business owners up at night?
- 60% Ability to retire
- 60% Maintaining cash flow
- 56% How to pay themselves
- 51% Taxes

Tips for business owners planning for the future
- DEFINE financial goals for business and family
- INTEGRATE priorities during phases of family/business life cycles
- EXPANSION should be well timed and planned
- ESTATE PLANNING and RETIREMENT PLANNING go together; consider life insurance
- PROACTIVE PLANNING and PROFESSIONAL ADVICE create balance

The BMO Wealth Institute prepares Canadians for a confident financial future with insights and strategies around wealth planning and financial decisions. To learn more or for the full report, visit [bmo.com/balancingbusiness](http://bmo.com/balancingbusiness)

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