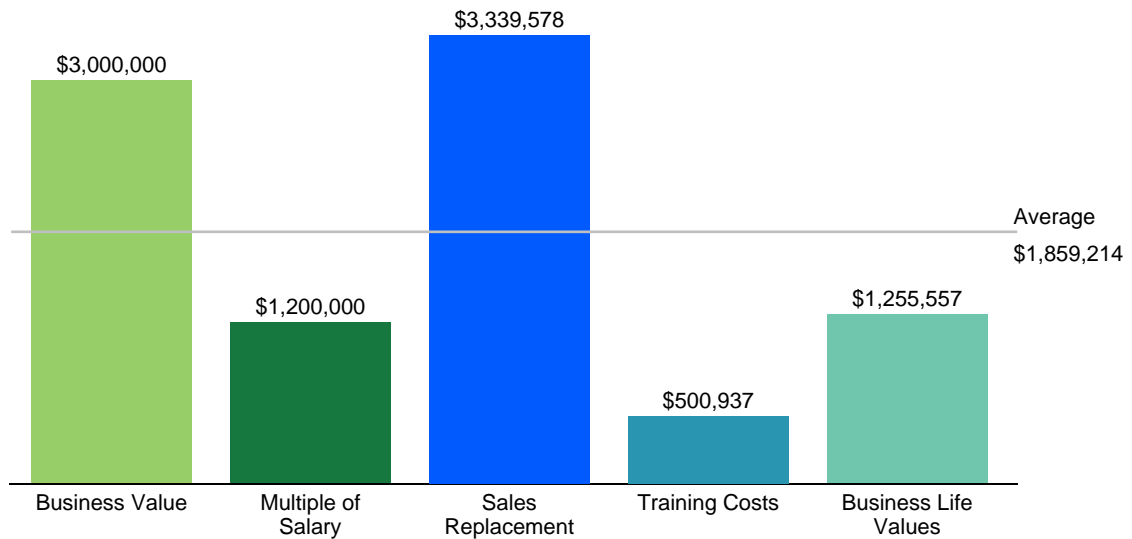


# Values of Key Person

## Several Methods to Value the Loss of Robert Owner



<b>Business Value</b>	<b>\$3,000,000</b>
<b>Multiple of Salary</b>	<b>\$1,200,000</b>
<b>Sales Replacement</b>	<b>\$3,339,578</b>
<b>Training Costs</b>	<b>\$500,937</b>
<b>Business Life Value</b>	<b>\$1,255,557</b>
<b>Average</b>	<b>\$1,859,214</b>

There is no formula for determining the exact value of a key person. These are some of the most common methods. Often there is one, or a combination of several methods, that best represents the cost of losing a key person.