

# realLIFEstories<sup>®</sup>

Learn How Smart Insurance Planning Saved a Family Farm

*No. 3 in a Series*

Plus: How to Protect  
Your Farm Business  
From Life's Uncertainties



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Sandy Wood and her children

# Planning Rescues a Farm



Agents Bob Sapanaro (center) and Bryan Buzzard (far right), with client Sandy Wood (second from right) and her children

It would be difficult to find someone more cautious than Harvey Wood, a third generation Arizona cotton and citrus farmer. In more than 30 years of farming, he never had an accident.

Harvey was cautious about his financial affairs too. Shortly after marrying his high school sweetheart, Sandy, he bought life insurance to make sure she'd always be protected. Over time, Harvey realized that his coverage hadn't kept up with growing needs. He and Sandy now had young children and the farm was expanding. That's when Harvey met with insurance

agents, Bryan Buzzard and Bob Sapanaro. After their comprehensive financial needs analysis, he took their advice and significantly increased his coverage.

Still, there were years when crops were ruined and Harvey didn't know how he could afford the premiums. Knowing how much Harvey needed the coverage, his agents discussed with him how to use the cash values in his whole life policy to keep the insurance in force.<sup>1</sup>

Several years later, Harvey, 50, was refilling a fertilizer tank in front of a tractor when it slipped into gear and killed him. Sandy and the kids were devastated, but there was hardly time to grieve. They quickly realized that the world wouldn't stop simply because tragedy had struck. The crops and the bills kept growing. "We owed hundreds of thousands of dollars," says Sandy. "I kept thinking, 'this farm has been in our family for generations, I can't lose it now.'"

But that's why Harvey had purchased and kept the additional life insurance. With it Sandy paid off the farm debt, college loans, the mortgage and credit card bills. Today, the family is thriving. Sandy handles the business side of the farm, while her son, H.C., manages the farming operations.

"Our life is forever different without Harvey," says Sandy, "but because he cared so much and bought the life insurance, our way of life hasn't changed."

<sup>1</sup>Borrowing against a policy's cash value to pay premiums will reduce the cash value and death benefit, but can keep a policy in force in difficult times.

## Insuring Your Most Valuable Farm Asset . . . You!

The most important asset on any family farm is not the equipment or the livestock or even the land. It's the farmer. Would your family business survive if something were to happen to you? Smart insurance planning can help ensure that it will.

- **Life insurance** proceeds can pay off your farm's debts, giving your survivors precious time to decide how to move forward. If

they sell the farm, they'll have the freedom to seek the best price rather than settle for less in a distressed sale.

- **Disability insurance** provides replacement income if you become injured or sick and are unable to work the farm for a period of time.
- **A buy-sell agreement** allows surviving partners to buy out your share of the business at a fair price using life or disability insurance proceeds.
- **Key person insurance** provides the farm owner with the financial flexibility to hire a replacement when a key employee dies.

