



## The Hidden Risk to Your Firm's Future: Why Continuity Planning Isn't Optional

Thank you for viewing the AIA Trust Week 2025 webinar presented by Michael Murphy, Gallagher Insurance & Christopher Caiazzo, New York Life. Please send your completed quiz to [aiatrust@aia.org](mailto:aiatrust@aia.org) with your member number to receive 1.5 AIA learning units.

1. In an architecture firm, a "key person" is typically someone whose skills, position, or ownership stake are crucial to the company's success and whose departure would cause significant disruption.
  - A. True
  - B. False
  
2. In which of the following ways does key person insurance protect a business? Tick all that apply.
  - A. Covers financial losses
  - B. Ensures business continuity
  - C. Funds recruitment and training
  - D. Facilitates ownership transition
  - E. Supports succession planning
  - F. Reassures investors and lenders
  
3. The owner of a key person policy is
  - A. The key employee
  - B. The company
  
4. Is key person insurance the same as business life insurance?
  - A. No, they are completely different from each other
  - B. Yes, key person insurance is a specific type of business life insurance
  
5. Benefits insurance options are good for employee recruitment and retention.
  - A. True
  - B. False
  
6. AIA Trust offers a whole range of insurance products to AIA members, their families, and staff.
  - A. True
  - B. False

7. What are the 3 R's of employee retention?
  - A. Recycling
  - B. Recession
  - C. Recruiting
  - D. Recognition
  - E. Reskilling
  - F. Resilience
  
8. What is the key difference between total and residual disability?
  - A. The ability to work
  - B. The compensation
  - C. A & B
  - D. No difference
  
9. The tax on disability income depends on the type of benefits you receive and your total income. Some disability payments are tax-exempt, while others may be partially or fully taxable.
  - A. True
  - B. False
  
10. AIA Trust offers a large library of free practice resources on starting a firm, running a firm, ownership transition, and more.
  - A. True
  - B. False