Complex circumstances. Customized solution.

Tailored solutions for hedge fund owners and managers

Where experience meets opportunity

We are a planning-based practice with more than 25 years of experience advising successful investors, hedge fund owners and managers, entrepreneurs, athletes and their families. Our institutional consulting backgrounds, combined with our focus on highly customized wealth solutions, have built deep and lasting relationships. Using a collaborative team approach, we're tireless problem solvers who can deliver all of UBS locally and globally, work with senior leaders and connect you with the experts who can help inform even your most complex wealth challenges. As members of the exclusive UBS Private Wealth Management division, we have the access to help maximize the opportunities you need to create a lifelong financial plan and pursue your most important personal and business goals.

Accessing firmwide resources, we delivered a tailored lending solution

The situation
As the founder and CIO of a large hedge fund, our client had most of his liquid net worth tied up in his fund and business. Although he was only in his mid-forties, his net worth was approximately $800 million.

The challenge
The client was looking for liquidity from his fund. Given the unique structure of the fund, there were challenges that created lending obstacles for many of our competitors. Our team accessed the right specialists and senior leaders to get him the solution he needed.

The strategy
- We brought in specialists from the institutional side of the firm in addition to senior management, since this was a unique situation that required their knowledge and problem-solving expertise.
- Working with our tailored lending group, they helped determine the rate we could offer and how we could structure the terms.
- After we established the credit line, we introduced our client to the UBS Global Family Office platform, which enabled us to do an interest-rate swap transaction and lock in historically low rates for the next 20 years. This centralized platform harnesses the full scope of the firm's institutional and wealth management resources. Drawing on capabilities in direct investments, global research, cross-asset structured solutions and family office advisory, the cross-divisional team of Global Family Office specialists can support the unique needs of our clients and their families.

The results
- UBS was able to offer the client a line of credit for $100 million from $300 million in interest in the fund. The offer could not be matched by competitor banks.
- Instead of withdrawing funds, he was able to stay fully invested in his fund without generating a taxable event.
- The client is extremely appreciative. As a result of this transaction, he made a direct deal with us this year that brought an additional $200 million in assets. He is now considering a third transaction.
- Our advice was comprehensive and focused on business succession planning and monetizing business ownership, wealth transfer to family, family governance, philanthropic services, tax and estate planning, and investment banking services.

On your game, for life

Strategic advice and financial planning for professional athletes

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Advice for professional athletes

As a Private Wealth Advisor registered with the National Football League Players Association (NFLPA), Erik Dahlquist has guided and educated more than a dozen players and their teams. He and his partner, Michael Singh, have earned the Athletes and Entertainers Consultant (AEC) UBS business designation, a robust professional training program unique to UBS. As AECs, they offer experience, training and deep understanding of the world of professional athletes across all four major sports. Their insight extends well beyond money and fame. All of us know how important family, community and the causes you believe in are to you, and the change you're fighting for. As advocates and advisors working on your behalf, we can also provide you with the tools to open doors with your success—and give back to those who matter most. Supported by one of the world's leading wealth management firms, The Dahlquist Group can help you preserve your earnings today, prepare for the future and build your legacy with purpose and meaning, post-career.

How we helped this star athlete turn his financial life around

The challenge
Our client had an outstanding professional football career. At the signing of his contract, he was the highest-paid player in his position. However, he had made some bad investments and his financial plan was not living up to its full potential. Consequently, he began reevaluating his advisory relationship, seeking a firm and a team that could earn his confidence. Since we knew him socially and he had heard good things from some of our other clients, he reached out to us before too much long-term damage had been done.

The strategy
Since our client's previous financial planning experience was not meeting his needs, trust was a big concern for him. We needed to ensure him that we had his best interests at heart. Advanced planning was key to laying that foundation.

The Dahlquist Group

UBS Financial Services Inc.
Private Wealth Management
299 Park Avenue, 26th Floor
New York, NY 10171
212-821-7212

advisors.ubs.com/dahlquistgroup

- Alongside his legal advisors, we reviewed his wills and trusts, as well as his cash flow, since he was retired from professional football when he became a client.
- We redid his entire asset allocation and his insurance, trust and estate planning strategies to meet the needs of his post-football career.
- We moved him out of nonperforming assets and into a more appropriate retirement allocation. In addition, we also moved him out of illiquid assets into those that were more stable for generating cash flow.
- His portfolio now generates enough tax-free income without his needing to draw down any principal.

The results

- We listened, understood and were able to navigate UBS to access the bespoke solutions and services our client needed.
- Through planning, he had a clear path forward and was very appreciative.
- Because we always strive to build relationships that look beyond our clients' finances, our relationship with this client was no different. Today, he is like family to us. We were invited to his wedding, and he has been an excellent source of referrals.

Plan for each stage of your career

Whether you're a coach, just drafted or at the peak of a multiyear contract, our team can educate you about setting goals and provide planning and investment strategies to help you maximize your career earnings and preserve your wealth to maintain your lifestyle today, throughout your career and long after you retire from the game.

Let's begin the conversation.

Buy. Expand. Exit.

Strategic advice and planning for your business and your future

Where experience meets opportunity

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Guiding founders and entrepreneurs

Building a successful business is no small feat. Neither is exiting a business. So when you're considering stepping away, whether through a sale or family transition, you shouldn't go it alone. Given our experience helping many entrepreneurs and founders buy, expand and exit their companies, we believe our advice can add long-term value to this major liquidity-generating event.

A comprehensive plan. A confident exit.
In some cases, it can take five years or more to exit a business, so comprehensive planning needs to begin early. Many professional, personal and financial factors will likely impact your sale and your decision-making process.

Our process begins with critical pre-liquidity planning and continues through execution and closing. Prior to the transaction, we help you develop a personalized strategy that includes important estate planning considerations that can impact your long-term goals and the next generation, post-sale. Our advice addresses:

- Structure and timing
- Valuation opportunities
- Risk management
- Liquidity strategies
- Your estate, potential succession and tax considerations
- Collaboration with UBS private equity and investment banking teams

Once you've made your decision to sell, we can work with you to determine the right investment banking relationship. We'll connect you to the experts at the UBS Investment Bank or, if appropriate for your needs, the boutique investment banks that are part of our UBS referral network.

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How we delivered our global firm to address a founder's personal and business goals

The challenge

As the founder of a unicorn startup, our client was still focused on growing his business, but challenged with establishing a unique family and philanthropic legacy here and abroad. Navigating complex pre-liquidity planning to pursue that goal wasn't straightforward. He needed help from the institutional side of UBS and personal private wealth management. He had sold a portion of his business in the last fundraising round. His company was valued at over $1 billion.

The strategy

Our client had immediate cash management needs. Longer term, he looked to us for advanced planning as well as investment banking capabilities.

- We first took time to understand his business on a corporate level and his role as founder. Both had wealth management and planning implications. He appreciated our looking at not only how UBS could assist his firm, but also how we could help him and his family.
- We brought in experts from across UBS—institutional and private wealth specialists—in addition to senior management, since his business had a global presence.
- Given that his business had strong global ties to Europe and Asia, our client went to Switzerland to consult with senior management.
- Our advice was comprehensive and focused on business succession planning and monetizing business ownership, wealth transfer to family, family governance, philanthropic services, tax and estate planning and investment banking services.

The results

- The client has not yet had a liquidity event in the business, but has followed all our pre-liquidity recommendations. In addition, we have helped him with his cash management needs.
- Our investment bank is now helping him increase the overall value of his firm and potentially helping him monetize the next transaction, which may lead to an IPO or other liquidity event.
- He has also referred the other founding partner to UBS for wealth management services. Their combined net worth is over $700 million, based on their last fundraising round.