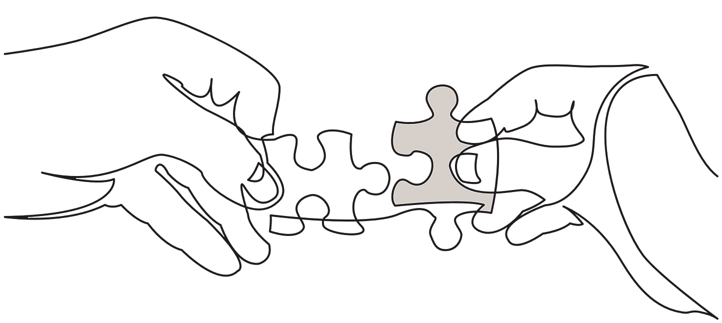
Private business sale

Black Huthnance
Private Wealth Management

Helping an entrepreneur successfully navigate a major liquidity event

The situation
The founder of a privately held business entered into an agreement to sell. This was a transformative wealth event for the client and he realized that his financial situation had outgrown the expertise of his current advisor. Our team was referred by another client because of our experience with generational wealth and philanthropy. We were invited to present to the client and were selected to serve as the family's primary advisor.

Our approach
Our team has vast experience in overseeing the wealth management considerations associated with significant liquidity events. We understand that entrepreneurs, founders and business owners have tremendous demands on their time leading into the close of a transaction.



Accordingly, we worked with our client to break up the wealth management process into manageable phases. We addressed the time sensitive issues up front and worked with our client and his family over time to put a comprehensive plan in place that is centered on their unique objectives, specifically: capital oversight, trust and estate concerns, philanthropy and the behavioral finance aspects of beneficiary education.

Working closely with UBS Global Family Office, the Chief Investment Office and the Portfolio Advisory Group, we tapped the full resources of the firm to distill a complicated structure in to a simple mandate. By organizing, administering and managing assets, we created a risk management strategy that we carefully executed over time.

We also worked very closely with the client's tax and legal counsel in developing a robust plan that allowed us to work inside various trusts addressed the family's objectives across estate planning, philanthropy, liability management, and investing. Careful attention to detail in these areas has given the client confidence in our relationship.

Our ongoing relationship
Our implementation resulted in significant positive cash flow with a diversified blend of growth capital for the estate. We have brought the client investment banking and private lending solutions during this phase of his life.

In addition, we have established strong relationships with each generation of the client's family and serve as their primary point of contact in addressing the issues that impact their financial lives. We continue to work closely with the client's tax and legal advisors and work as a cohesive team on the client's behalf.

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