Understand your choices before selling your business

Finnerty Partners

Private Wealth Management

How we provided education and confidence to our clients' decision-making process

Over the last 25 years, Finnerty Partners has built lifelong relationships with hundreds of entrepreneurs nationwide. We've addressed the full cycle of their business goals—from start-up to growth to sale or succession—while also helping them pursue other critical planning and investment priorities. As an experienced UBS Private Wealth team, we're dedicated to bringing an informed business perspective, along with market insight, planning acumen and uncompromising service to your entrepreneurial vision. Working together, we'll help ensure we pursue the best outcomes for your family and your future.

The situation

Several years ago, our client had tried to sell his family-owned government contracting business. Mother and son worked together in the business for over 30 years. Our team was referred to them by another entrepreneur client of ours. Since the owners did not have an executive team or any investment banking experience, we facilitated those investment banking and ESOP discussions.

In addition, the owner had a number of financial planning needs, including philanthropic, family governance and tax planning. They needed a new tax firm to clean up their financial statements.

The strategy

- We brought together a number of the firm's resources and educated the owners about all of their options including private sales, strategic or sale to employees.
- We then put together additional resources, which included introductions to CPA firms, business specialists, UBS specialists in ESOPs, investment banking and philanthropy.
- Our team participated in presentations from buyers and private equity companies before the sale.
- Our goal was to provide as much education and information as possible so we could help the owners confidently make the best decision for them.

The results

- Our clients decided that the ESOP option was not a good fit. They chose a private equity buyout.
- With our help, the owners chose a boutique investment bank from our network. They eventually sold the business for more than twice the original offer (more than $95 million). Net proceeds from the sale were $80 million, and they consolidated all assets at UBS for a lower fee structure.
- We used UBS Wealth Way, a comprehensive approach that helped the client organize his financial life into three key strategies: **Liquidity. Longevity. Legacy.** This gave the client a sense of confidence knowing we were addressing his short- and long-term priorities, including insurance, estate planning strategies and philanthropy.
- We worked with our philanthropy team to assist and conduct multiple family meetings.
- We also provided insurance solutions to assist in the estate planning strategy. Our clients were able to diversify family net worth, spend more time with family and take on more creative business endeavors rather than the day-to-day management.

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UBS Wealth Way is an approach incorporating **Liquidity. Longevity. Legacy.** strategies that UBS Financial Services Inc. and our Financial Advisors can use to assist clients in exploring and pursuing their wealth management needs and goals over different time frames. This approach is not a promise or guarantee that wealth, or any financial results, can or will be achieved. All investments involve the risk of loss, including the risk of loss of the entire investment.

Time frames may vary. Strategies are subject to individual client goals, objectives and suitability. This approach is not a promise or guarantees that wealth, or any financial results, can or will be achieved.

This case study is shown for informational purposes only and may not be representative of the experience of all clients. It is not intended to represent the performance of any specific investment or financial advisory program. Each client's circumstances may be different. There is no guarantee of the future success of any of the strategies discussed.

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In providing wealth management services to clients, UBS offers both investment advisory and brokerage services which are separate and distinct and differ in material ways. For information, including the different laws and contracts that govern, visit **ubs.com/workingwithus.**