

Pre-sale planning can help protect a family and maximizes legacy

Wilfong Meyer Gage Group

How The Wilfong Meyer Gage Group's guidance helped make it happen

The situation

We met our client, the founder and majority owner of a company, years ago and long before he ever considered selling his business. Typically, unpredictable life events cause business owners to consider a potential sale. For this client, the inflection point was our discovery of a grossly inadequate buy-sell agreement of \$1 million in conjunction with a strategic buyer's previous offer to

buy the client's business for \$17 million. In his 50s, he had been focused on his company's operation and was not fully prepared to sell the business. Like many of us, he had put little thought into his family legacy and life after work.

With an offer in hand, our team's involvement helped him address the entirety of his current position—addressing risks and creating more value for his largest asset.



The strategy

We have experience working with many entrepreneurs through the sale of their businesses. We know how to coordinate the specialists that our clients need to ensure they optimize their decision. We know the questions to ask and have the expertise and business connections to devise strategies to help throughout the process.

1. Through our Strategic Wealth Management process, we engaged our UBS Boutique Investment Bank Network to value the business.
2. The banking partner delivered a business valuation of \$25+ million.

The result

The client sold his business for nearly \$40 million and received \$15 million for his share net of taxes and other expenses. The client reinvested 20% into the business, and we continue to provide support and advice as his family's needs evolve.

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