

Why you should start succession planning now

Did you know that 70% of family-owned businesses* do not survive even one generation after the founder moves on? Costly disputes among family members can be a big reason. That's why it's never too early to start formulating your exit strategy, choosing a successor and start preparing your team for future success. It's all about creating clarity. A lack of clear planning can be costly for the business as well as you, potentially even forcing a sell in a hurry at a low price.

"Succession planning is about knowing when the time is right to let someone else manage your business," says James Jack, Head of the UBS Business Owners Client Segment. "Some people want to get completely out, and others still want to be a part of the business that they're so proud to have built. Having a good management team in place allows owners to be ready for new opportunities or help mitigate risk from unforeseen challenges."



Here are four ways entrepreneurs can benefit from succession planning, according to the UBS Business Owners Client Segment:

Maximize the value of your business. The sales price of your business has an inevitable impact on everything, including retirement plans, taxation, compensation levels, insurance, shareholder agreements and corporate finance strategies. Leaving a business to family members only increases the desire to ensure maximum value and long-term potential.

Secure harmony among the next generation. Disagreements over the running of a business or the distribution of assets can be a disaster for family unity. Succession planning can help to overcome these problems by defining very specifically how the business will pass between generations.

Be ready to seize new opportunities. There are examples of high-profile serial entrepreneurs who continually look for the next business opportunity. A good succession plan can help this type of entrepreneur embark on a new venture or move into philanthropy at short notice.

Preserve your legacy. A well-considered and rigorous succession plan can be a way to help ensure that your staff are treated well after your exit and that your values remain foundational to the running of the business and its financial performance.

Early and thorough succession planning can set you and your business up for success even after you part ways. Reach out to Matina Group to start a conversation about your succession plan.

Succession. Your business continues—on your terms.



Do you have a vision for your business that goes beyond your ownership? The sooner you put strategies in place, the more likely you can carve out a path on your exact terms.

As a UBS Private Wealth Management team, Matina Group can show you what is possible through planning by helping you address major questions including:

- What are your transition options?
- How can you get the optimal valuation?
- What's your strategy for preserving your legacy?

To get the clarity you need to extend your business plan far into the future—and for generations to come—connect with Matina Group today.



Learn more at advisors.ubs.com/matinagroup

Proudly advising Naples clients since **2000**

Matina Group
UBS Financial Services Inc.
Private Wealth Management
801 Laurel Oak Drive, Suite 500
Naples, FL 34108

Joseph Matina
Managing Director—
Wealth Management
877-452-4344 toll free
joseph.matina@ubs.com



* Source: John L. Ward, *Keeping the Family Business Healthy: How to Plan for Continuing Growth, Profitability, and Family Leadership* (New York: Palgrave Macmillan, 2011).

Neither UBS Financial Services Inc. nor its employees (including its Financial Advisors) provide tax or legal advice. You should consult with your legal counsel and/or your accountant or tax professional regarding the legal or tax implications of a particular suggestion, strategy or investment, including any estate planning strategies, before you invest or implement. As a firm providing wealth management services to clients, UBS Financial Services Inc. offers investment advisory services in its capacity as an SEC-registered investment adviser and brokerage services in its capacity as an SEC-registered broker-dealer. Investment advisory services and brokerage services are separate and distinct, differ in material ways and are governed by different laws and separate arrangements. It is important that you understand the ways in which we conduct business, and that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. For more information, please review the client relationship summary provided at ubs.com/relationshipsummary, or ask your UBS Financial Advisor for a copy. **Private Wealth Management is a division within UBS Financial Services Inc. UBS Financial Services Inc. is a subsidiary of UBS AG. Member FINRA. Member SIPC.** © UBS 2022. The key symbol and UBS are among the registered and unregistered trademarks of UBS. UBS Financial Advisors are Registered Representatives of UBS Financial Services Inc. CJ-UBS-630525620 Exp.: 08/31/2023