

The Navigator

The Hilton Group

Volume 1, Issue 1

The Hilton Group
UBS Financial Services Inc.
130 Bellevue Avenue
Newport, RI 02840
401-843-8820

advisors.ubs.com/thehiltongroup



Ready to sell your business?

Coming off an active market for mergers and acquisitions, business owners face new headwinds from higher interest rates, inflation, the threat of recession and political uncertainty ahead of the 2024 elections.

UBS Investor Watch spoke with business owners considering exiting their business in the next five years and those who recently sold their business. Many fear they missed their best chance to sell. But opportunities still exist and the key to attracting the right buyer is to plan ahead. Most business owners who recently sold wish they'd taken more time to prepare.

Here are some of the key findings from the *Investor Watch* survey:

- 61% worry about getting a fair price and were highly concerned about a lower business valuation in the current economy
- 40% regret not trying to sell or exiting the business sooner
- 54% intend to exit by selling to an outsider, 36% to an insider
- 34% have not identified professionals to help finalize the sale or put structures in place to help minimize taxes and shield proceeds
- 31% have not completed a business valuation
- 37% do not have an estate plan
- 31% have no plan for what to do with the proceeds
- 73% spent two years or less preparing to sell their business
- 81% wish they had spent more time preparing for a sale

"While the macroeconomic environment is weighing on overall M&A activity, there continues to be a bid for high-quality, resilient, cash flowing businesses. Advanced preparation is key for taking advantage of future market windows," says Oliver Henderson, Managing Director, OneBank Coverage, UBS Investment Bank.

If you are considering exiting your business and would like to explore your options, please join The Hilton Group Managing Director and Certified Exit Planning Advisor Jamie Hilton for breakfast at one of our complimentary "How to Exit Your Business" workshops:

- **December 6:** White's of Westport

To register, visit our website at advisors.ubs.com/thehiltongroup or call Hana Couture at 401-843-8824.





Wine, Women and Wealth

UBS Global Wealth Management Vice Chair Paula Polito traveled to Rhode Island to participate in the Own Your Worth event hosted by Kara Museler, Senior Vice President–Wealth Management with The Hilton Group. Twenty-five women attended the wine tasting and panel discussion featuring Ryann Kilgore, Market Director and Executive Director of UBS Coastal New England and Georgie Lowe, Senior Regional Director at Virtus Investment Partners.

Panelists fielded questions about the challenges female breadwinners face when embracing their financial power, control and influence in their own households. The discussion ranged from decision-making when it comes to money, what other women should do to support others on the path to greater financial success, and how we all can take a more active and intentional role in shaping our financial futures.

The event took place at the new winery tasting room at Greenvale Vineyards in Portsmouth. Estate-grown wine, hors d'oeuvres and a selection of non-alcoholic beverages were served.



Hilton, Museler named Best-In-State Wealth Advisors by *Forbes*

Jamie Hilton and Kara Museler have been honored by *Forbes* as Best-In-State Wealth Advisors in Rhode Island for 2023. The *Forbes* rating is compiled by SHOOK Research and awarded annually based on information from a 12-month period. Eligibility is based on financial data and interviews of candidates nominated by their firms.

Please join us in congratulating them on their track record of success and this recognition as being among the best wealth advisors in the Ocean State.

Out and About



Scoundrel is World Champion

Jamie Hilton and his crew aboard Scoundrel won the 2023 Six Metre World Championship in Cowes, UK. The Scoundrel team is the first American team to win the World Championship since 1989.

"Sincere appreciation goes out to the amazing crew of Mike Marshall, Dave Hughes, Allan Terhune Jr. and Addison Caproni who worked very hard in the face of great competition that kept us on our toes," says Jamie. "We are honored to represent the USA and the New York Yacht Club, and extend our congratulations to the international crews from all of the Divisions who competed."



The Hilton Group at PPAC

The Hilton Group went to the Providence Performing Arts Center to see the national tour launch of *Funny Girl*. The team met for dinner downtown and then enjoyed this sensational musical comedy revival featuring iconic Broadway songs and a talented all-star cast.

From left: Tony Cerino, Kara Museler, Mary Orena, Katherine Farnham, Hana Couture and Jamie Hilton

For more information on third-party rating methodologies, please visit ubs.com/us/en/designation-disclosures. UBS Financial Services Inc. is not affiliated with any of the third parties mentioned. 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/relationshipssummary, or ask your UBS Financial Advisor for a copy. © UBS 2023. All rights reserved. The key symbol and UBS are among the registered and unregistered trademarks of UBS. UBS Financial Services Inc. is a subsidiary of UBS Group AG. Member FINRA/SIPC. CJ-UBS-348188995 IS2306497 Exp.: 10/31/2024