Business sale and beyond

How we helped the owners of a private company prepare for and complete the sale of their business

Paradigm Group

Private Wealth Management

A comprehensive approach

– Our team has expertise and experience in working with business owners and entrepreneurs. We understand the importance of decisions involving these personally built businesses—from launching to growing to ultimately exiting your company, our team can help you make smarter decisions each step of the way.

– For many of our business owner clients and specific to this situation, we help discuss and analyze the paradigm shift from spending all their time on the business to developing personalized strategies for maximizing their liquidity event, organizing their wealth, and creating their legacy.

Challenge

– Two business partners were approached to sell their co-owned business, a rapidly growing consumer products company on the West Coast. They had received offers to buy their business for $30 million but felt unprepared to go through with a sale, having spent so much time focusing on developing their business. They had not yet begun to contemplate a future without it.

– We were referred to the business partners as a resource. They wanted to know how a potential sale would affect their finances, if they could protect their newly found wealth for their children and grandchildren, and if they could create a legacy for the causes in which they believed.

Strategy

– We matched both clients with a nationally-known mid-market Investment Banking advisor to prepare for a potential business sale. The advisor helped them improve internal processes and hire a professional financial officer.

– The clients engaged the Paradigm Process to identify their needs and wishes. We walked them through the Financial Planning process and helped structure their assets and new liquidity. The Paradigm Process showed one partner she could reach her goal to travel more with her family, and the other that he could indeed move to a different part of the country.

– We engaged the Advanced Planning Group to structure estate plans for both clients, helping protect their wealth from excessive taxes and preserving it for future generations.

Outcome

– With our help, the clients received several attractive offers. The ultimate sale was for $60 million, twice the original offer.

– Within one month of engaging the Paradigm Process, both clients had their own comprehensive Financial Plans and Portfolio Frameworks, with different risk profiles and goals that suited their needs.

– With the guidance of Paradigm Group, the clients engaged estate attorneys to craft trust documents to solidify the legal and tax protections as suggested by UBS's Advanced Planning Group. They saved on attorney's fees by working with UBS's group before engaging their lawyers.

– Both clients are planning to establish charitable entities in their families' names to support the causes they and their families hold dearest once their business sale is completed.

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