

Pre-sale planning helps create a successful transition

How **Presidio Partners'** guidance helped make it happen

The situation

We met our client, the founder of a company, when he was just beginning to consider a company sale. In his 40s, with a young family, he had been hyper focused on growing the company, so had done little in terms of personal financial planning. With a liquidity event on the horizon, our involvement helped him simplify his finances, address potential risks and create a smooth transition with our end-to-end process.

The strategy

We have experience working with many entrepreneurs through the sale of their businesses, we know how to coordinate the specialists our clients need to ensure they optimize their event.



The result

With a successful sale, our client is now an executive for the acquirer with another venture on the horizon. He has a new home, a heightened level of comfort with his finances and we continue to provide support and advice as their needs evolve.

18
months
prior
to sale

Estate planning. Introduced an estate attorney as our client was at risk by not having basic estate planning strategies in place, including a will, power of attorney and medical directives.

Insurance review. Recommended a higher personal liability umbrella policy to align insurance coverage alongside his growing company value.

14
months
prior
to sale

Consolidation. Simplified his finances by consolidating his multiple accounts at UBS.

Liquidity. Obtained a security-based loan.

Mortgage financing. Worked with the UBS private mortgage team to offer him a customized solution.

12
months
prior
to sale

Taxes. Connected client with a CPA experienced in working with tech founders.

Philanthropy. Established a UBS Donor Advised Fund—our client had charitable as well as tax minimization goals.

6
months
prior
to sale

M&A advice. Leveraged UBS network of boutique investment banks to provide M&A advice. They took him through the process of selling to a strategic buyer.

The event. sold the company—with all his i's dotted and t's crossed was able to maximize the event.

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