

Entrepreneurs and exits

The Peterson Group

Over the years, our team has built lifelong relationships with entrepreneurs throughout the country. Today, we continue to address the full cycle of their goals—from start up to growth to sale or succession. No matter how unique your business or the vision you have for its future, we believe that the more financial planning you do in advance of a sale, the better your foundation for all the steps that follow.

48% have no formal exit strategy in place¹

41% plan on exiting in the next five years

37% have no structures in place to shield sale proceeds

Our team has a disciplined process of asking questions and gathering all the facts and emotional drivers that can impact your exit strategy and the success of the final outcome. Our priority is to access all of the resources you may need to pursue your wealth planning, preservation and legacy goals. What are some of the factors we need to consider? We'll help you ask the right questions and get your answers before taking any action.

Build. Scale. Exit.

How we can work together

Growth Stage

What is your vision for your business?
What resources do you need to achieve it?

We'll work with you to address:

- Education on best practices and wealth planning strategies as business crosses key milestones
- Raising capital—Series C, growth, private equity and debt, business lending
- M&A education—Process, timeline, industry-specific metrics (valuations, activity, key metrics, buyer universe, etc.)
- Introductions to key advisors (legal, accounting, M&A, valuation, etc.)
- Industry research
- Retirement plan consulting
- Corporate cash management

Pre-liquidity planning

What questions should I consider prior to exiting my business?
How can I maximize my after-tax sale proceeds?

- Entrepreneurs often inquire about the best time to plan for a liquidity event. The answer is simple: the sooner the better. Once a transaction is finalized, changes can no longer be made, choices are limited and tax ramifications are generally locked into place.
- Unfortunately, many entrepreneurs often leave personal finances and planning issues to chance because their bandwidth is spread thin between commitments to their family, running their business and handling transaction details.

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- We believe engaging our team one to three years prior to a liquidity event can help you prepare your family and business for an exit.

We will work with you to help:

- Assemble a team dedicated to exit planning with experience working with entrepreneurs like you.
- Create a tailored financial plan by defining and quantifying your post-sale family, financial and philanthropic goals.
- Evaluate optimal deal structures, valuation opportunities, sale timing and tax considerations for your future transactions.
- Implement pre-sale planning techniques with a goal of transferring and growing sale proceeds.
- Manage the sale process so that you can focus on maximizing your growth targets.
- Put your tailored financial plan into action post-transaction

Post-liquidity wealth management

How should I replace my income?

If I don't want to invest my proceeds all at once, what do I do?

What are my options for deferring/reducing the taxes generated from the sale?

- Income replacement—Cash flow planning analyzes existing and future cash flow needs to replace lost income, support increases in living expenses and fund anticipated large outflows (house, new business, etc.) as a result of the sale.
- Wealth preservation and growth—We understand the importance of preserving your wealth so that you can enjoy your lifestyle, provide for your family and support the causes that are most important to you. We are passionate about delivering an investment experience consistent with your long-term financial goals.
- Exclusive access—Leveraging UBS's vast resources, deal flow and intellectual capital, Private Wealth clients have access to unique private investments, client events and industry-leading research.

¹ Source: UBS Investor Watch: Who's the boss?, 1Q 2018.

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 clients understand the ways in which we conduct business, that they carefully read the agreements and disclosures that we provide to them about the products or services we offer. For more information, please review the PDF document at ubs.com/relationshipsummary.