

Pre-sale planning helps create a successful transition

ATX Wealth Partners
Private Wealth Management



The situation

We met our two clients, a Founder and President, just two years into their company's existence. They introduced us to other key stakeholders, both relatives and employees, who also became clients in short order. Together, our clients owned approximately 40% of the company.

For each client, financial and estate planning was virtually non-existent prior to meeting our team. Their company was quickly becoming a major player in its space, and they were fielding unsolicited offers to acquire it. A sizable exit, in due time, was the likely outcome.

The strategy

Our end-to-end process and ongoing relationship focused on providing comprehensive guidance from the beginning stages of the company with \$250k revenue, to five years later when it hit \$100M in revenue, to the point at which they were ready to sell for close to \$1 billion. As we approached our clients' liquidity event, we needed to work diligently with them to: 1) provide education on pre-liquidity estate planning strategies so that their long term objectives were tax-efficiently addressed in estate planning documents; 2) plan for cash flow needs through their exit; and 3) address potential risks.

Because we have experience working with many entrepreneurs through the sale of their businesses, and we have forged the appropriate relationships inside and outside of UBS, we were able to help ensure that clients optimized their exit. After various individual meetings with each client, we began to execute on a prioritized road map of deliverables, some known upfront and others that materialized along the way.

The result

When the day arrived, our clients sold their company with all of their "i's" dotted and "t's" crossed. They felt confident that they had maximized the event. With a successful sale, one client is now a key senior executive for the acquirer. Another is working with UBS to explore the potential of establishing a family office for the benefit of all family members.

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