How do entrepreneurs optimize their wealth?

CEO COACHING®
international

UBS

Evaluate

12+ months before sale

Us
Review

- Discuss your personal, professional and business goals and $s needed to fund lifestyle goals
- Educate you on process to help generate returns to achieve spending goals post-sale
- Determine sale price required to achieve lifestyle spending goals
- Analyze your estate planning to determine if changes are warranted that could materially enhance your personal benefit from a sale

Us and You
Interview

- M&A bankers to find optimal one to market company
- Trust and estate attorneys to review and implement planning changes
- M&A attorneys to properly represent you
- CPAs to audit finances = no surprises
- Employment attorneys to negotiate your employment contract with acquirer

You

- Diversify revenue base
- Strengthen management team
- Establish adequate systems/controls
- Straighten out business records
- Clean up contractual issues
- Clean up any tax or cap table issues
- Eliminate/spin-off non-core products and services

Take charge

Six months before sale

Us
Implement

- Quantify which sale offers optimally help you achieve your goals utilizing sophisticated modeling
- Develop strategic process to help generate returns to achieve spending goals post-sale
- Develop post-sale personal transition plan for life post-sale

Us and You
Hire

- M&A bankers
- Trust and estate attorney
- M&A attorney
- CPA
- Employment attorney

You

- Prepare for due diligence
- Prepare presentation materials and sales memorandum
- Identify prospective buyers
- Create market for company
- Meet with potential acquirers
- Review offers and negotiate sale
- Maintain focus on business to hit all numbers

Optimize

Six months after sale

Us

Invest

– Allocate sales proceeds to short-term investments
– Design long-term investment strategy that helps maximize your probability of achieving your lifestyle spending goals
– Implement investment strategy averaging capital into it over an agreed-to time period

Grow and preserve

– Manage your assets with the goal of maintaining post-inflation spending power while preserving what you have worked so hard to earn

Us and You

Evaluate

– Determine short-to long-term liquidity requirements
– Review your balance sheet including an assessment of your liabilities
– Discuss your philanthropic goals and plan options to best puruse these
– Analyze your insurance coverage to make sure you are properly protected and optimized for wealth transfer purposes

You

– Take vacation and recharge batteries
– Maintain focus to hit earnout/contractual targets
– Motivate team to work under new owner
– Transition company to new owner

Provide guidance

12+ months after sale

Us

Monitor

- Stay on top of your portfolio and adjust according to changes in your personal goals and/or financial markets
- Conduct rigorous ongoing due diligence on all investments and managers making changes as needed
- Stay abreast of tax/legal changes and help adapt planning to optimize your situation

Educate

- Educate you and family on how to live off assets so they enable you to live the life you want

Us and You

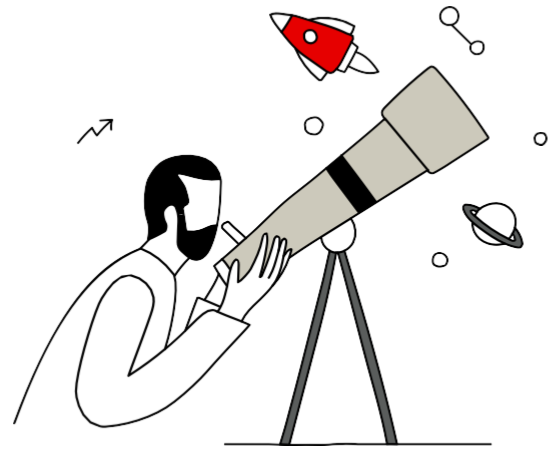
Review

- Meet regularly to review your investments, liabilities, goals and market changes
- Discuss the potential complete transition out of your business and its impact on you and your family

You

- Determine if you want longer-term role in new company
- Determine what you want to do for the next chapter of your life

Our method provides a distinct value to both current and former successful entrepreneurs with whom we collaborate with. This process stems from decades of experience advising and supporting entrepreneurs.



How to get in touch?

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