

Private Wealth Management

Successfully exiting a business creates future financial freedom

The challenge

A couple in their late 50s was looking to sell their closely held business of more than 20 years. After the sale, the couple's goal was to diversify the proceeds within a portfolio that could support their ongoing living expenses, while ensuring the assets would be efficiently preserved for future generations.

The strategy

Given their special access to sophisticated tools and resources available through UBS Private Wealth Management (PWM), the clients' Private Wealth Advisor team introduced them to their partners in the Investment Bank, who provided greater insight into valuing the business and the types of sale structures that would be most beneficial. This introduction resulted in the sale of the business for \$50 million.

The follow-up

The team worked with Private Wealth Management's family estate and legacy consultants to assist the couple in transferring a significant number of company shares out of their estate, saving them potentially \$4 million in estate taxes. The team also implemented an investment strategy that has created sufficient income so their clients can enjoy the fruits of their success in retirement.

With this newly found financial freedom, the couple is comfortably enjoying life in retirement. They have also recommended their Advisors to their children who requested help with the management of a family foundation. All in all, by leveraging the expertise made available from their Private Wealth Advisors, these clients gained invaluable access to multiple resources, thought leadership and strategic advice that truly enhanced their lives and their family's.

The case study presented, based on actual client experiences as told by our Private Wealth Advisors, is provided as an illustration and may not be representative of the experience of other clients. There is no guarantee of the future success of any of the strategies discussed. It is important that you understand the ways in which we conduct business and the applicable laws and regulations that govern us. As a firm providing wealth management services to clients in the U.S., we are registered with the U.S. Securities and Exchange Commission (SEC) as an investment adviser and a broker-dealer, offering both investment advisory and brokerage services. Though there are similarities among these services, the investment advisory programs and brokerage accounts we offer are separate and distinct, differ in material ways and are governed by different laws and separate contracts. It is important that you carefully read the agreements and disclosures that we provide to you about the products or services we offer. While we strive to ensure the nature of our services is clear in the materials we publish, if at any time you seek clarification on the nature of your accounts or the services you receive, please speak with your Private Wealth Advisor. For more information, please visit our website at ubs.com/workingwithus. Neither UBS Financial Services Inc. nor UBS Bank USA provides legal or tax advice. ©UBS 2013. The key symbol and UBS are among the registered and unregistered trademarks of UBS. All rights reserved. **Private Wealth Management is a business unit within UBS Financial Services Inc.** UBS Financial Services Inc. is a subsidiary of UBS AG. Member FINRA/SIPC.