



Proper Preparation Prevents Poor Performance

Logisyn has your back when it comes to comprehensive M&A in the logistics industry, but are your personal wealth and assets prepared for an M&A event?

As part of our Logisyn Affiliate Network, we're proud to collaborate with the experts at Strategies Wealth Advisors to shed light on this tricky topic. Have financial advisors you can trust to handle crucial services like wealth management and tax strategies ahead of time. Feel confident in your next move.

As a business owner, the planning doesn't start once you sell your company, it begins long before you decide to inquire about an LOI.

Sophisticated planning means building a tailored and cohesive financial plan that incorporates your investments, taxes, any estate planning and insurance in order to meet your goals and aspirations.

Cover Your Business & Personal Assets

Structuring your transaction to make sure to cover not only your business, but also any additional assets you have is just as important as the Total Enterprise Value.

Prepare Your Business for an M&A Event

There are many decisions to consider when preparing for a future M&A event. Start thinking about and preparing for some of those items now to make the process smoother down the road.

Invest to Maximize Your Future Value

Making the right investments now, for both your business and personal assets, goes a long way in bringing you the greatest return for planning an exit down the road.

Concepts in Action

John sold his company last fall for \$67 million. He rolled over a small portion of his ownership to the fund that now owned the majority of the company he founded. He built a juggernaut corporation over a quarter century. A consistent track record of sales growth. A strong management team. A few highly differentiated products. He earned that sale price.

Overnight, he needed to create a new engine for generating income and wealth. On Tuesday, his largest asset was his company, concentrated and illiquid. On Wednesday it was cash, on the opposite end of the spectrum. John meticulously planned his trip to the peak of the mountain; the day he sold his company. He did not give much thought to the descent, however. And as many climbers will attest, the trip down is just as challenging, if not more.

Fortunately, Strategies Wealth met John just in time. Based on his goals, they created the roadmap for his life after the sale. With a plan in place, he focused again on his business and its sale.

Golden Rules to Remember

1 • Look to the future

Run sensitivity analysis around base, worst, and best case scenarios for the 5, 10, and 20 years following company sale.

2 • The net/net of your company sale

The net sale proceeds matter, not the gross sale price.

3 • The net/net of your new portfolio

Utilize proper planning to reduce the effective tax rate on your new portfolio returns.

4 • The true cost of your “new” life

- Most entrepreneurial families spend more in the years immediately following the sale than they expect to.
- Travel, lodging and dining are no longer work expenses.
- Executive team, middle managers, administrators, and assistants helped your business (and family) run smoothly.
- Major expenditures planned for 3-5 years happen sooner.



Don't Forget to Also Consider

1 • The huge value in day-to-day decision-making from your company team

Treat your new wealth engine like a start-up with frequent communication and planning with your team.

2 • Your motivation to sell your business

Be passionate in your pursuit of meaning in the next phase of your life and with significant resources to achieve it.

3 • Sync finances and investments with legal and tax

Opportunities to make a major community, charitable or family impact can help reduce taxes and create a legacy.

Weigh All the Possibilities

Thinking outside the box pays. During a buy-side project, a client was looking to purchase a final mile company. The target company owned assets as well as over a dozen properties/warehouses. The buyer did not want to take over ownership on the properties, but still wanted to move forward with the rest of the acquisition. The current owners were able to convert the property ownership into a trust for their grandkids, which would not accrue taxes. They then leased the properties back to the buyers with a terms agreement lasting seven years, guaranteeing tenants and income within all those properties.

The seller took away the biggest red flag for the buyer by eliminating the need for buyer to purchase the facilities, turning a negative factor into a generational wealth solution for his family.

Logisyn Advisors takes pride in its unique approach to M&A within the global logistics sector. Our services include advisory for sell-side, buy-side, and enterprise valuation to successfully hit all your goals.

Strategies Wealth Advisors is a boutique wealth management firm focused on helping you achieve your goals by managing your assets, protecting your wealth, and maintaining your financial legacy.



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