



## From Business Owner to Retiree: Planning Tips

For many years, you've focused on your business, and it's a success. Now you're thinking about what's next for you as you near retirement. As a business owner, you've managed cash flow, mitigated risk and set realistic targets, all for the benefit of your business's bottom line. Now it's time to focus on YOUR bottom line.

### In exiting your business, you have a rare opportunity to reposition your wealth to support the life you want,

now and for generations to come. A lot depends on (1) how the exit is structured; and (2) what you do with the proceeds.

A business sale or transfer presents opportunities to:

- Save on taxes at all levels (income, capital gains, estate and gift taxes)
- Create an estate plan that supports your family, the causes you care about and your legacy
- Invest in a way that fully supports the life you want

At Laird Norton Wealth Management, we help you take full advantage of these opportunities — and more — by planning well in advance of the business exit. We do this through integrated wealth planning, geared to maximize all that you own post-exit, helping you lead the life you want.

### Why Integrated Wealth Planning

Integrated wealth planning means managing your investments, your financial plan and your estate plan so they all support the life you envision after you exit your business.

Specifically, we provide comprehensive, unbiased analysis and advice on:

**How to structure your exit strategy so it works best for you.** Regardless of whether you sell the business or transfer it to the next generation, the devil's in the details. How much will you net after all taxes and fees? If you transfer part or all of the business to family members, what is the most tax-efficient way to do that and still get your income needs met?

#### Wealth Regeneration

Since 1967, we have helped successful business owners consolidate, preserve and maximize their wealth to benefit themselves, their families and their communities. We call this Wealth Regeneration.

Our experts in tax, estate and financial planning crunch the numbers so you can have a realistic idea of how much you will receive in net cash under each exit scenario. The net results can be surprising and can vary greatly depending on the structure of the deal and how proceeds are handled.

**How to invest the proceeds from your business to minimize risk and maximize return.** Our Investment Strategy & Research Group can assess the level of risk you and your finances can realistically tolerate and then create an investment portfolio that meets your needs now and in the future.

**What level of personal spending your assets can realistically support.** Your advisory team at Laird Norton Wealth Management conducts an income sustainability analysis (based on your estimated lifespan, anticipated spending and investment risk) to determine how much is enough to fund the life you want. They can also help you see how major new expenditures will impact income sustainability, so you can make decisions with confidence.

**How much capital you have to pursue new interests.** Perhaps you will want to create a new business, start a non-profit or live abroad. As we work with you, we make extensive use of diagramming and data visualization so that our reasoning is presented to you in the clearest possible way. Once your plan is in place, we monitor it closely to make sure it is meeting your intended targets and goals, both short-term and long-term.

**How to limit risk across your entire asset base, including the use of insurance.** Risk management is especially important after you exit your business in order to protect all that you have worked to create.

**How to rework your estate plan to maximize control, tax savings and privacy, including the use of trust(s).** What is the effective way to transfer wealth to your children and/or grandchildren and the causes you care about? As a trust company and investment advisor, we are uniquely positioned to advise you on what type of trust(s) would work best for your situation and assets.

Laird Norton Wealth Management provides comprehensive and unbiased STRATEGIC Investment Management, IN-DEPTH Financial & Retirement Planning, and EXPERT Trust & Estate Planning.

**Learn More:** To find out more about how Laird Norton Wealth Management can help you better manage your finances and plan for the next chapter, call or email us to set up an appointment today.

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