

BERNSTEIN BUSINESS ADVISORY SERVICES

Helping You Maximize Wealth When Selling Your Business

Whether you are contemplating a partial or full sale of your business, or are currently in the midst of a sale transaction, Bernstein can help you maximize your wealth.

SERVICES WE PROVIDE

GETTING THE DEAL RIGHT FOR YOU

- Our team of experienced professionals can provide you with a timely analysis that calculates the probabilities that a deal will meet your spending, legacy, and philanthropic goals
- Using our proprietary Wealth Forecasting SystemSM, we integrate (1) potential deal structures (e.g., asset and stock sales, leveraged recapitalizations, earn outs, and sales to ESOPs); (2) post-transaction investment scenarios; and (3) tax and estate planning strategies for one or multiple generations, to assess how different transactions and strategies will benefit your long-term family wealth

OFFERING POST-SALE LIQUIDITY ADVICE

- How a business owner invests sale proceeds is a critical part of the planning process; the wrong strategy can jeopardize all the work you undertook to maximize the value of your business
- Our innovative approach to asset allocation tailors the combination of return-seeking and risk-mitigating assets to your financial objectives, dynamically adjusting the mix in accordance with our near-term research

CUSTOMIZING AN INVESTMENT PROGRAM

- Bernstein offers a broad range of investment services, including equities, fixed income, alternatives, and integrated risk management
- Since we manage all the investment services, we can create a diversified portfolio specifically tailored to meet your risk/return objectives
- As the asset manager, we provide you direct access to our investment professionals managing the funds

AT A GLANCE

- Business **valuations have been increasing**
- We have a long history of advising business owners contemplating **various succession options and exit strategies**
- A **well-structured financial plan** established prior to a transaction is critical to securing your long-term goals

Bernstein does not provide tax, legal or accounting advice. In considering this material, you should discuss your individual circumstances with professionals in those areas before making any decisions.