

# BALLENTINE

## *Briefs*

## WORKING SMARTER, NOT HARDER

*Spending your time on what you do best.*

### PROBLEM

A number of our clients are serial entrepreneurs or deeply involved in venture capital. Both of these career paths come with numerous demands as well as many opportunities and risks associated with tax planning. Without expertise and experience in tackling these complex tax issues, how can you be sure you are making the right choices for your business and your finances?

### SOLUTION

Our clients are highly capable people, but they often do not have deep tax expertise or time to develop it. Through our decades of work in wealth management, we are familiar with the issues facing entrepreneurs and venture capitalists.

We have helped improve after tax outcomes by:

- ◆ Negotiating employment agreements, including stock compensation plans
- ◆ Managing stock options, including dealing with early exercise of founder options and related 83 (b) filings
- ◆ Ensuring maximum application of qualified small business stock exclusions
- ◆ Using incomplete non-grantor trusts to create state tax savings

We have helped clients focus on their strengths by:

- ◆ Managing cash flow, including commitments to privately-held companies and VC funds
- ◆ Coordinating GRAT administration and annuity payments
- ◆ Providing income tax and wealth transfer advice
- ◆ Managing diversified investment portfolios



### RESULT

Even highly-competent and successful executives may not be able to navigate these complex issues and opportunities, nor do they generally want to devote the time required to become expert in tax law and tax planning alternatives. They prefer to focus on building and investing in businesses, and to find advisors with the right expertise to provide leverage. We work on these issues with many clients and give them peace of mind that the right solutions are being identified and executed to achieve superior economic results.