OPEN THE RIGHT CONVERSATION. CLOSE MORE DEALS.

T·E·WEALTH

Your life. Your legacy.

ENRICH YOUR TOOLKIT TO PROVIDE DEEPER M&A COUNSEL

It's an all-too common scenario: a client is preparing to divest of the company he or she has spent a lifetime building. Suddenly and inexplicably, indecision prevails, and the private M&A deal that you've been working towards comes to a halt. There may be any number of reasons behind this:

- The seller may fear that the purchase price is too low, resulting in a shortfall in their retirement funds

- Other stakeholders such as family members or key employees may be influencing the seller's decision for their own benefit

- The seller may fear the unknown next steps, once the business is sold

MANAGE SELLER UNCERTAINTY TO REDUCE LOST TIME & MONEY INVESTED

Seller reluctance can be costly for M&A advisors and Private Equity firms. With uncertainty reduced or managed, you are in a better position to benefit from:

- Completing more deals and improving your reputation for getting deals done
- Receiving more success fees
- Recovering upfront costs
- Spending less time allaying a sellers' personal concerns, and more time closing the deal
- Being able to focus on the next deal

T.E. WEALTH'S PRIVATE M&A COUNSEL PLAN FACILITATES THE M&A PROCESS

Developed in conjunction with M&A advisors and Private Equity firms like yours, T.E. Wealth's proprietary Private M&A Counsel Program helps reduce seller uncertainty and increase the completion of private M&As. This is accomplished by:

- Developing a personal financial plan for the seller, their family and other stakeholders. We help confirm that the purchase price they receive will deliver against objectives such as funding their retirement, establishing a financial legacy for their children, and even philanthropic giving.

- Identifying and proactively managing personal and financial issues raised by the seller, stakeholders and other professionals.

- Using our team of associated professionals to develop a personal and professional plan that ensures the seller's life post-sale continues to be fulfilling.

WHY REFER YOUR CLIENTS TO T.E. WEALTH'S FAMILY OFFICE SERVICES?

As a trusted professional, your clients look to you for advice to protect their wealth and may ask you for referrals to other financial professionals. Being able to provide such a referral to a client in need can only strengthen your client/advisor relationship.

Delegating these specialized financial advisory services to T.E. Wealth will allow you to focus your efforts on what you and your team do best.

THE T.E. WEALTH DIFFERENCE

Founded in 1972, T.E. Wealth provides clients with financial advice and education including financial and retirement planning, estate planning and tax planning and preparation.

THE GOLD STANDARD EXPERIENCE

With an average tenure of 15 years in their respective disciplines, our experts have vast experience in all aspects of financial planning, economic cycles and market corrections, making them well equipped to help your client navigate market fluctuations and nuances in ever-changing global markets.

Holding combined accreditations including Certified Financial Planner (CFP), Chartered Financial Analyst (CFA), Chartered Professional Accountant (CPA) and Trust and Estate Practitioner (TEP), our experts will ensure that your financial plan meets the highest professional standard.

We are a proud member of the Association for Corporate Growth (ACG) Toronto.

If you are working with or know of a seller who could benefit from our M&A Counsel Program, please contact Samuel Chinniah at TE Wealth to learn more.

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To learn more about T.E. Wealth, please contact us: www.tewealth.com · 1-888-505-8608

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