



Kerry Douglas

Client type:	Business owner
Age:	43
Occupation:	Founder and CEO of Dover Auction Company
Net worth:	USD 250mn
Immediate family:	Husband, three Daughters, and Parents
Location:	Miami, FL

“How can I be sure the sale proceeds will be enough to pass on to my children and grandchildren?”

After 25 years of business ownership, Kerry is preparing to sell her company. While she is confident in her pre-sale strategy, she isn't as confident in her financial plan's post-sale strategy.

After the sale, Kerry ultimately wants her portfolio to generate enough income to meet her lifetime spending needs, without sacrificing capital devoted to building cross-generational wealth.

Our *Liquidity. Longevity. Legacy.* (3L) framework can help Kerry structure her wealth by segmenting assets and assigning investments according to specific needs and timeframes. This helps to ensure the right amount of risk is taken, while effectively addressing her various—and sometimes conflicting—objectives of income, long-term growth, and multi-generational sustainability.



After a successful sale, she wants to pursue leisure and philanthropic endeavors.



Her daughters and future grandchildren are most important to Kerry.



Kerry wants to achieve sustainable wealth across multiple generations.



She wants to find a balance, securing her lifestyle but also improving the lives of others.

3L Disclaimer: Timeframes may vary. Strategies are subject to individual client goals, objectives and suitability. This approach is not a promise or guarantee that wealth, or any financial results, can or will be achieved.

3L Resources

Liquidity

Setting aside liquid resources prior to the sale for near-term spending can help Kerry transition from relying on business income, to generating her own reliable source of income.

- **Emergency fund**
- **Securities-backed credit line**

Longevity

Lifetime spending can be funded with sale proceeds and other assets, and can be held separately from near-term spending to mitigate dissuasion when market volatility occurs.

- **Social Security**
- **SEP IRA**
- **Health savings account (HSA)**
- **Long-term care insurance**
- **Primary residence**
- **Taxable account**

Legacy

Once Kerry's lifetime spending is funded, excess sale proceeds can be segmented so she can invest them specifically for long-term growth to extend across multiple generations.

- **Art collection**
- **Life insurance**
- **Children's trusts**
- **Grandchildren's trusts**
- **Charitable trusts**
- **Donor advised fund (DAF)**

Contact your financial advisor for more information.

Please visit www.ubs.com/cio-liquidity-longevity-legacy to learn more on our 3L strategy.