

Case Study

TECH EXECUTIVE WITH SIGNIFICANT COMPANY STOCK



CLIENT PROFILE

Long-time employee of a public corporation.

Losing sleep over having a significant portion of his net worth tied-up in a single stock.



CLIENT OBJECTIVES

- Reduce concentration risk associated with exposure to employer stock.
- Exit positions in company stock in a tax-efficient way, while adhering to employer trading policy.
- Maintain potential for appreciation in remaining positions with company stock.
- Utilize company stock to support charitable gifting objectives.

BENEFITS

Reduced Tax Liability

Utilized exchange funds and tax-loss harvesting strategies to minimize the tax burden associated with the sale of company stock.

Confidence and Compliance

Helped client navigate Rule 144 (trading windows, blackout dates, holding periods) and associated company policies to exit company stock in a compliant manner.

Maximized Charitable Gifting

Used highly-appreciated shares to maximize the value and impact of contributions to charitable causes.

Reduced Volatility Profile

Employed a collar trading strategy to maintain exposure to company stock while creating more predictable outcomes.

Realized Goals

Utilized a portion of stock proceeds to realize client's near-term personal and financial goals.