A CLIENT SUCCESS STORY

BALANCING A BUSINESS, A FARM AND PROPERTY DEVELOPMENTS

How long-term advice helped one regional business family navigate business growth, property development and a significant business sale.

Over many years, Roberts + Morrow client Sonia and her family have built and managed a diverse range of business and investment interests. Their journey has included operating businesses, a farm, and also property development projects.

With several ventures and assets operating alongside one another, the challenge is not simply making each individual decision work. It is ensuring those decisions make sense as part of the family's broader financial picture.

THE CHALLENGE

Managing multiple businesses, investments and projects creates complexity. A decision relating to one business can affect cash flow elsewhere. A property development may change borrowing requirements and tax considerations. The sale of a business can create new opportunities while also raising questions about how capital should be managed and what comes next.

For Sonia, this meant considering not only the immediate financial implications of each decision, but how it would affect the family's other businesses, assets and longer-term plans.

Having worked with Sonia for many years, Paul Williams, Tax & Legal Partner at Roberts + Morrow, already understood the history behind the family's businesses and investments.

"That longstanding relationship meant Sonia did not have to start from scratch whenever a new opportunity or major decision arose."

OUR APPROACH

Rather than considering each transaction in isolation, Paul worked with Sonia to look at the complete picture.

This included considering tax, business structures, cash flow and financial outcomes alongside broader questions such as the family's appetite for risk, the assets they wanted to retain and where they wanted to direct their time and capital in the future.

SUPPORTING DEVELOPMENT DECISONS

When land and property development became another important part of Sonia and her family's business interests Paul worked with Sonia to consider feasibility, funding, cash flow, tax implications and appropriate structures.

PREPARING A BUSINESS FOR SALE

When the time came to sell a significant business, the value of forward planning became particularly important.

"A successful business sale involves much more than negotiating with a buyer. Ownership structures, financial records, management systems, tax implications and the business's reliance on its owners can all affect the process."

Ideally, these issues are considered well before a business is placed on the market. For business owners, building strong systems, maintaining reliable financial information and regularly reviewing business structures can strengthen the business today while also creating more options for the future.

BUILDING FOR WHAT COMES NEXT

Business owners do not need to know exactly what their future looks like before they start planning.

The important questions can begin much earlier:

- What are we building?
- Where are we investing our time and capital
- How do our businesses and assets work together?
- Are our structures still appropriate?
- What risks are we taking?
- And ultimately, what are we trying to achieve as a family?

Sonia's experience shows that building lasting wealth rarely follows one perfectly straight path.

Good advice helps ensure that when the path changes, the decisions made along the way continue to support the bigger picture.

Want to discuss your business, investment or succession plans?

Contact Paul Williams, Tax & Legal Partner at Roberts + Morrow, to start the conversation.

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