



Lisa Powers, CPA; M.S., Law of Taxation  
June 14, 2018

## WEALTH MANAGEMENT SERIES: MITIGATING RISK OF CONCENTRATED STOCK POSITIONS

[Tentative Outline]

- **Welcome and Overview**
  - Thank everyone for joining.
  - Discussion today will focus on:
    - Concentrated stock positions
    - Micro- and macro- economic risks for owners of these positions
    - Financial tools and planning methods available to asset owners
- **Introductions**
  - Ralph Drybrough, Managing Director, Fort Point Capital Partners – PANELIST
  - Jane Leung, CFA, Managing Director & CIO, Scenic Advisement – PANELIST
  - Lisa Powers, CPA, M.S., Law of Taxation, President, The Powers Group – PANELIST
- **Topic 1: Macro- and micro- economic environment**
  - Curious for your general thoughts on value creation here in the Bay Area over the last few years?
  - What's your perception on how whether folks are in the position of having large blocks of stock and potentially low tax basis?
  - Very quickly – any thoughts or comments on the amount of value creation happening in private capital markets versus public capital markets? (Companies staying private for longer, etc.)
- **Topic 2: Risks (and rewards) of concentrated stock positions**
  - Tell me more about the some of the risks and benefits of holding concentrated stock positions.
  - How do your clients tend to think about their ownership interests? Is there ever an emotional attachment to the specific security?

- **Topic 3a: Portfolio Construction with Concentrated Positions**
  - How do your clients think about holding their positions relative to other assets they own?
  - Are clients receptive to discussions about diversification?
  - Do they think about correlation between/amongst assets they own? (e.g. Bay Area real estate and tech)
- **Topic 3b: Planning Opportunities for owners of concentrated stock**
  - Can you talk about some of the tax or wealth planning opportunities for folks who have concentrated positions?
  - Along those lines, are there any specific planning opportunities for folks with pre-IPO/private company positions?
- **Topic 3c: Financial Tools available for owners of concentrated stock positions**
  - Pros/cons for structured liquidations?
  - Hedging & Monetization Methods?
    - Options
      - Listed versus FLEX options?
    - OTC Structures
    - Collars
  - Proxy hedges?
  - Good/bad experiences?
- Pause there – open it up for **Q&A**