



# UNTITLED

SPORTS & ENTERTAINMENT

# THE GOALS OF WEALTH PLANNING FOR ELITE ATHLETES AND ARTISTS

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Generally speaking, wealth planning for elite athletes and artists usually includes:

- Athlete management and search for sponsors.
- Negotiation of professional agreements and special events management.
- Public relations and image management.
- Post-career planning.

Out of these endeavors or goals, it is the last one that should receive the most attention. In actual practice, however, the opposite happens.

When it comes to our clients, we insist (among other things) on the following:

- It is never too late to acquire an education, even an informal one.

- It is important to consider the financial aspects of every transaction and to close appropriately the relevant ties with every country they have developed their professional activities in (especially about tax authorities, exit taxes, and others).
- For individual sports such as tennis, boxing, swimming, golf, and so on, it is imperative to choose well the tax residence for the highest-income period; a luxury practitioners of team sports, such as football, basketball or baseball, cannot afford.
- Whenever possible, establishing trust should be seriously considered; this trust should not be accessible or controllable by the athlete or artist, and it should capture a considerable part of their income.
- If image rights are to be transferred to the trust, this should be done early in the athlete or artist's career, at market values, and the structure involved should be solid and beyond their control.

## HOW DO WE WORK WITH THIS TYPE OF CLIENT?

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At **UNTITLED** we have been working for a long time in these two industries and we have clear insight into the problems faced by artists and athletes at different stages of their careers, as well as after retirement.

**At Untitled we have different ways of working with our clients, ranging from a simple diagnostic consultation to permanent accompaniment of the client and their environment.**

The most suitable contracting engagement between the athlete or artist and us will depend on the current stage of their career, the tax residence and the type of assets they own, their planning objectives and the team of advisors surrounding them.

**We do not charge fees directly related to the income or assets of our clients in any of our different working modalities. Fees are always related to the value that we can add and the type of work that we will engage in.**

In order to achieve the best results, we work not only with the client but also with the family, the corresponding managers, and financial, legal and accounting advisors.

**Our work is no substitute to any of the client's advisors, and we are not involved in professional or investment decisions. Our teamwork aims at enhanced decision-making, considered from a net-worth perspective.**

We take no benefit of the earnings of elite athletes and artists that result from managing their investments, nor of the outcome of their specific professional success. In both cases, our work is focused on providing an independent outlook and on assisting the client and its team with any decisions made.

This is why we can work together with these clients through the different stages of their lives and professional careers, providing wealth planning advice. This includes, among other things, the setup and management of fiduciary structures (such as companies, trusts, among others), advice on acquisition and transfer of assets and choice of tax residence, either during a professional career (when possible) or after retirement.

**Our main objective is that elite athletes and artists whom we represent perceive us as a necessary complement to strengthen results on a professional level and rest assured.**





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