

A high-contrast, black and white silhouette of a person with long, wavy hair, seen from the back. They are holding an acoustic guitar. The person is wearing a dark, short-sleeved shirt with frayed hems. The background is a dark, smoky or misty grey. Overlaid on the center of the image is the word "UNTITLED" in a large, white, serif font, and below it, the words "LEGAL FAMILY OFFICE" in a smaller, white, sans-serif font, enclosed in a white rectangular box.

UNTITLED

LEGAL FAMILY OFFICE

SPORTS & ENTERTAINMENT

THE GOALS OF WEALTH PLANNING FOR ELITE ATHLETES AND ARTISTS

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 a 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 CLIENTS?

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.**

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

We work proactively with clients, and we are part of their teams, seeking to be the single point of contact for international legal, accounting, and fiduciary needs.

To achieve optimal results, we collaborate not only with our clients but also with their families and advisors. We do not act as substitutes for any of them, nor do we engage in professional or investment decision-making.

We can work together with these clients through the different stages of their lives and professional careers, providing wealth planning advice. This includes:

- Organization, and supervision of all providers of legal, accounting and/or fiduciary services.
- Advise them on the best structure(s), jurisdiction(s) and providers to protect their wealth to achieve their wealth planning objectives.
- Advice on acquisition and transfer of assets and choice of tax residence, either during a professional career (when possible) or after retirement.

HOW DO WE CHARGE FOR OUR SERVICES?

Our **fixed fees** are defined by:

- > Our client's professional career moment.
- > The fiscal residence.
- > The type of assets owned by the client.
- > Wealth planning's needs and objectives.
- > The team of advisors that an athlete or artist already has.

In no case does **UNTITLED** charge fees that have a direct, or even indirect, relationship with the assets of our clients. Fees are always the result of the added value we can provide and the type of work we are going to do.

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.**

Our main objective is that the athletes and artists to whom we provide advice perceive us as a necessary complement in order to enhance their professional results.

WHAT DO WE DO?

- > Diagnosis of our client's current net worth structure, and definition of a route map for the future.
- > Implementation of changes recommended if any.
- > Selection of jurisdiction(s).
- > Selection and supervision of provider(s).
- > Negotiation of fees and contract terms and conditions with providers of legal, accounting, and fiduciary services.
- > Links and management of relations with attorneys specialized in other areas like migration, real estate, and others, or practicing in jurisdictions where we have no direct activity.
- > Constant advice and support from our most experienced professionals.
- > Review of the financial strategy defined by the client's own financial advisors, in order to ensure the best tax efficiency possible, as well as consistent overall wealth planning.
- > Permanent assessment of international wealth structures.
- > Care for our client's privacy.

WHAT WE DO NOT DO?

Our work does NOT replace at all the duties and tasks carried out by your financial advisors and even local legal and accounting advisors. It is a supplement to such activity.

We do not participate, in any way, in our clients' investment decisions. Our goal is to work as a team to ensure that each decision made is implemented as best as possible from the wealth perspective.

WHO CHOSE US?

We are proud to have among our clients players who have been champions of the Americas, world sub-champions and/or champions in different European and Latin American leagues, tennis players who have won ATP titles, including Master Series and Grand Slam titles, singers who have been awarded Gardel, Latin Grammy and MTV Latin America, car and/or motorcycle racers, wrestlers, representatives, agents or managers, financial and accounting advisors for elite artists and athletes, record industry executives, retired athletes, technical directors, journalists, hosts and panelists of television programs, media owners and influencers.

WHAT MAKES US DIFFERENT FROM COMPETITORS

- > Matchless knowledge and experience in wealth planning and international taxes.
- > Our own research teams.
- > Comprehensive approach.
- > Fixed fees, unrelated to our clients' assets or profits, and regardless of hours of work.
- > Customized assistance, available on a 24/7 basis.
- > No conflicts of interest.
- > Links to legal, accounting and fiduciary experts in other jurisdictions of significance for our clients, where we have no direct activity.
- > Decrease of fees charged by outsourced services by means of negotiations and task simplification or reduction.
- > Permanent innovation.

To schedule an initial diagnostic meeting, please contact **Martin Litwak** at martin.litwak@untitled-slc.com and/or **Florencia Scialabba** at florencia.scialabba@untitled-slc.com.

A grayscale photograph of a swimmer in a pool, viewed from above. The swimmer is wearing a cap and goggles, and is in a streamlined position. The water surface is visible, and the pool lane lines are faintly visible. Overlaid on the image is text in a serif font, listing several locations: MONTEVIDEO, MIAMI, BRITISH VIRGIN ISLANDS, and MADRID. Below the list is a website URL: WWW.UNTITLED-SLC.COM.

MONTEVIDEO
MIAMI
BRITISH VIRGIN ISLANDS
MADRID
WWW.UNTITLED-SLC.COM

