

# Portfolio transition after concentrated stock exits

## **Executive Overview**

Portfolio transition after concentrated stock exits represents a pivotal wealth transition moment. Strategic planning across tax, portfolio design, and behavioral discipline determines long-term outcomes.

## **Client Profile**

Typical client: \$3M–\$10M liquidity event, founder or specialist, high income, limited post-exit structure.

## **Strategic Framework**

- Liquidity segmentation
- Tax deferral & compression
- Diversification strategy
- Risk management
- Governance model

## **Advanced Tax Strategies**

- Installment sales
- Donor-Advised Funds (DAFs)
- Charitable Remainder Trusts (CRTs)
- Asset location & timing strategies

**Portfolio Construction**

Core (indexed equities), income (bonds/private credit), and alternatives (private equity, real assets).

**Behavioral Risks**

Overconfidence, timing markets, over-concentration, lifestyle inflation.

**Case Study**

Client exits at \$5M. Structured plan reduces tax drag, improves diversification, and increases long-term sustainability.

**Implementation Roadmap**

0–90 days: tax plan + allocation

3–12 months: execution + monitoring

Ongoing: quarterly reviews

**Next Steps**

Schedule a strategy session with InVestra to build a customized post-liquidity plan.

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