

InVestra

OpenAI Advisor Talking Points

Advisor Messaging, Discovery Prompts, and Due Diligence Checklist

Internal Advisor Brief | Prepared for InVestra clients | June 12, 2026

Important disclosure: This report is for educational and discussion purposes only. It is not a recommendation to buy, sell, or hold any security. IPO terms, timing, valuation, liquidity, lockup terms, and employee-equity treatment can change materially. Clients should consult qualified financial, legal, and tax professionals before taking action.

Positioning Statement

OpenAI client opportunity: OpenAI clients may include executives and senior product, research, infrastructure, policy, and go-to-market leaders whose wealth is tied to one of the defining AI platforms of the decade. The advisor message should be disciplined: InVestra helps clients convert exceptional equity outcomes into durable wealth systems.

One-Minute Advisor Brief

- OpenAI has taken a confidential S-1 step, but IPO timing remains conditional and uncertain.
- The company's private-market valuation and growth profile create a planning opportunity before final liquidity terms are known: \$852B post-money valuation after March 2026 funding round.
- AI-company equity differs from conventional tech equity because compute, power, data-center access, model cadence, safety policy, and public trust are central to valuation.
- Clients need more than portfolio advice. They need a coordinated plan across tax, estate, cash flow, privacy, philanthropy, concentration risk, and family governance.
- The SpaceX work is the proof point: senior technical executives respond to a white-glove, fiduciary, multi-disciplinary liquidity-event framework.

Discovery Prompts by Client Type

Client Segment	Primary Question	Advisor Follow-Up
Founder / C-suite	What personal objectives must the liquidity plan protect beyond headline net worth?	Map family office needs, estate governance, philanthropic structures, risk controls, and post-liquidity portfolio governance.
V-suite / senior technical leader	How much of your household net worth is tied to company equity under current and possible IPO valuations?	Build a concentration risk dashboard and staged diversification policy.
Early employee	Which grants, exercises, tenders, or secondary transfers have created different cost-basis and holding-period layers?	Create grant-by-grant tax and liquidity modeling.
Dual-income tech household	Are both spouses exposed to AI-company equity or broader tech-sector compensation cycles?	Evaluate household-level correlation risk and cash-flow resilience.
Mission-driven / philanthropic client	What causes should be supported, and when can appreciated equity be used most efficiently?	Coordinate DAF, foundation, direct-gift, and legacy structures.

Objection Handling

Client Concern	Recommended Response
"I do not want to sell too early."	The plan does not force an immediate sale. It defines rules so that future sell, hold, gift, and hedge decisions are rational rather than emotional.
"I believe in the company."	Belief in the company and household risk management can coexist. The question is how much exposure is appropriate after your life-changing objective has already been achieved.

"The IPO may not happen soon."	That is exactly why planning should begin now. The best estate, tax, and exercise decisions are often made before liquidity is certain.
"My company already provides resources."	Internal resources rarely coordinate across your CPA, estate attorney, portfolio construction, charitable planning, liability protection, and family governance.
"I do not have all the documents."	InVestra can start with a document map, identify gaps, and create a secure intake process before advanced modeling begins.

Due Diligence Checklist

1. Equity grant statements, option agreements, RSU records, tender transaction confirmations, secondary sale documents, and company plan documents.
2. Prior-year tax returns, AMT credit records, state residency history, charitable-giving records, and estimated tax payments.
3. Estate documents, trust agreements, beneficiary designations, titling records, and insurance policies.
4. Liquidity needs: tax reserves, property purchases, debt, philanthropy, family support, emergency funds, and business/investment commitments.
5. Risk controls: cybersecurity practices, privacy exposure, household staff protocols, umbrella coverage, and asset-protection structure.
6. Investment constraints: values-based considerations, private-market capacity, liquidity needs, concentrated-stock limits, and family governance preferences.

Email / Outreach Language

Suggested advisor note:

With OpenAI now in the public-market readiness conversation, many executives and senior employees are beginning to ask how to prepare for potential liquidity without allowing tax, concentration, estate, or behavioral risk to make the decision for them. InVestra has recently applied this framework for SpaceX-affiliated executives facing similar wealth-event complexity, and we are extending that planning architecture to AI-company clients. The next step is not a product discussion; it is a structured equity, tax, and liquidity review.

Recommended First Meeting Close

- "Let us build the map before we make any irreversible decisions."
- "The value of planning is highest before pricing, lockups, and tax deadlines compress your options."
- "Our job is to help you preserve choices: sell, hold, gift, hedge where permitted, diversify, and build legacy capital in a coordinated way."

Source Notes

- OpenAI, "Confidential submission of draft S-1 to the SEC," June 8, 2026.
- OpenAI, "OpenAI raises \$122 billion to accelerate the next phase of AI," March 31, 2026.
- OpenAI, "A business that scales with the value of intelligence," January 18, 2026.
- OpenAI, "The next phase of enterprise AI," April 8, 2026.
- OpenAI, "Building the compute infrastructure for the Intelligence Age," April 29, 2026.

- InVestra internal SpaceX liquidity-event planning materials, May-June 2026.

Use note: Client-facing language should be reviewed by compliance before distribution. References to SpaceX are included only as an anonymized strategic analogue and should not disclose individual SpaceX client information.