

Unlocking Opportunities with Comerica's Expertise in Closely Held Business Interests



For many families, the foundation of their wealth is rooted in a family business. As these businesses transition across generations, unique challenges arise, particularly when estate planning integrates business interests into a trust. These assets, often illiquid and complex, require skilled administration and active management. Whether the closely held business interest is sold, distributed in-kind to beneficiaries, or held in trust, ensuring they fulfill the grantor's intentions demands unparalleled expertise.

At Comerica, we specialize in managing closely held business interests, including LLCs, LPs, and family partnerships. Our dedicated team provides comprehensive oversight, making sure these investments perform effectively to meet your financial goals.

What Are Closely Held Business Interests?

Closely held businesses encompass various ownership structures, from family corporations (S-Corps, C-Corps) to LLCs, limited partnerships, and estate-planning entities. Clients may own entire entities or partial interests, each requiring tailored management strategies. These assets are investments of your account and must be managed just as diligently as any other portfolio component.

Key Considerations

- **Ownership Complexity:** Minority versus controlling stakes necessitate differing approaches to decision-making and value realization.
- **Performance Monitoring:** Active evaluation of financial reports, governance documents, and yield assessments ensures informed management.
- **Decision-Driven Oversight:** From executing buy-sell agreements to attending shareholder meetings, every action aligns with optimal outcomes for beneficiaries and trust owners.

Comerica's Approach: Tailored Management and Expert Outcomes

At Comerica, we combine insight with action to navigate the multifaceted responsibilities of closely held business interests. Whether addressing underperforming investments, exploring sale opportunities, or executing management succession plans, our method ensures adaptability and precision.

Core Services

- **Entity Review:** Governance structures, financial statements, owner rights, and risk mitigation are evaluated comprehensively.
- **Asset Sales & Valuations:** Coordination with qualified experts to arrange valuations, evaluate alternatives, and execute transactions.
- **Fiduciary Oversight:** Monitoring performance, voting proxies, and delivering actionable recommendations.

When challenges arise—such as a complex proxy vote or a trust holding a majority stake in a business—our team actively engages to secure the best possible outcome. Recent successes include managing an operating vineyard and winery through the estate settlement process, demonstrating our capacity for resolving intricate situations.

The Comerica Difference: Trusted Expertise and Dedicated Resources

Our Closely Held Business Asset Management team comprises four experienced professionals, solely focused on overseeing 500 assets valued at over \$2 billion. This exclusive specialization ensures personalized solutions tailored to your family's financial and business objectives.

Comerica Trust is a unit of Comerica Wealth Management which consists of various divisions and affiliates of Comerica Incorporated, including Comerica Bank, Comerica Bank & Trust, N.A. and Comerica Insurance Services, Inc. and its affiliated insurance agencies. Strategic alliance organizations of Comerica Bank & Trust, N.A. are neither subsidiaries nor affiliates of Comerica Incorporated or Comerica Bank & Trust, N.A. Securities and other non-deposit investment products are not insured by the FDIC; are not deposits or other obligations of or guaranteed by Comerica Bank or any of its affiliates; and are subject to investment risks, including possible loss of principal invested. Comerica and its affiliates do not provide tax or legal advice. Please consult with your tax and legal advisors regarding your specific situation. The views expressed are those at the time of writing and distribution and are subject to change without notice. We do not assume any liability for losses that may result from the reliance by any person upon any such information or opinions. This material has been distributed for general educational/informational purposes only and should not be considered as investment advice or a recommendation for any particular security, strategy or investment product, or as personalized investment advice.

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Exclusive Solutions for Sophisticated Needs

Whether managing holding companies, navigating partner agreements, or coordinating distributions, Comerica's offerings are designed with flexibility and foresight. Our value proposition lies in balancing risk with opportunity to maintain and enhance the legacy of closely held business interests.

Discover How Comerica Can Support Your Goals

Your closely held business is more than just an asset—it's your legacy. With Comerica's expertise, you can confidently navigate the complexities of managing and growing your business interests.

Connect with your Comerica Relationship Manager today or [request a consultation](#) with our team to take the next step toward securing your future.

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