

## **Employee benefit experts bringing value to peoples lives – and the balance sheet**

When you're planning a venture capital investment in a new company, how would you like a benefits professional on board with the specialist skills to unravel the employee benefits schemes?

This is where EBC can help. At EBC we specialise in sourcing and administering employee benefits products that go right to the heart of our customers' private lives.

The skills and experience we offer don't come out of a database. Nor are they something your lawyer or accountant will provide. The service we provide comes from a deep understanding of the role employee benefits products play in real lives.

Which is why you can rely on us at this critical time; working with the new management team from day one, developing trust in the business, freeing you up to drive forward the transaction, and smoothing the road to your return on investment.

### **Helping you keep track of your investment**

Of course, we have the technical skills too. As part of our due diligence work with venture capitalists we evaluate the financial risks in the benefit schemes of the old company.

For instance, by pinpointing trigger points like early retirement and severance programmes we ensure they appear on the balance sheet. This way, you keep track of your investment and the new company doesn't foot the bill for any employee benefit liabilities.

### **Building bridges with clients**

At the pre-transaction stage we go out of our way to build bridges with the old company. Sitting down with them and discussing their employee benefits schemes.

Typically, as the new company takes shape the management invites us in to talk about our range of products: mortgages, life assurance, flexible benefits, incapacity benefits and medical insurance.

In short, adopting this process provide a reassuring continuity. The new management talks to us because they are beginning to feel comfortable with us. Which means you never have to go looking for another financial adviser.

### **Focusing energy in the new company**

We help focus employees' energies in the new company by supporting them with a regular programme of benefits reviews and open days. In addition, they enjoy online access to their accounts where they can review their financial arrangements.



Management enjoy a full, personal financial service through an Executives' Plan. And 5-10 years down the line, should the MD wish to sell up, we're there to offer guidance on tax and investment planning.

**A specialist on your team**

Bring EBC onto the team from the start. We provide a total focus on employee benefits schemes: the knowledge, the resources and the full capability to implement them.

A service built on a deep understanding of the role employee benefits products play in real lives.

Contact us today to find out more.