ZELNIKER DORFMAN
PRIVATE WEALTH
AT STEWARD PARTNERS

ULTRA-HIGH-NET-WORTH · INVESTORS

Wealth at This Level *Demands More.*

Complexity. Legacy. Discretion. Precision.

When your assets span multiple entities, jurisdictions, and generations, conventional financial management may fall short. The questions you face are not ordinary and neither are the answers required. We exist for precisely this purpose: to serve the rare individual whose financial life demands a level of sophistication, confidentiality, and coordination that many firms are simply not equipped to provide.

INSIDE THIS GUIDE

- The Questions You Are Already Asking
- Our Team
- The Unique Challenges of Extraordinary Wealth
- How We Address Every Challenge
- Our Engagement Process
- Why Clients Choose to Stay

THE QUESTIONS YOU ARE ALREADY ASKING

What Keeps You Up *at Night?*

At your level of wealth, the concerns shift dramatically. It is no longer simply about growth, it is about preservation, control, efficiency, and ensuring that what you have built endures well beyond your lifetime.

"Am I paying more in taxes than I need to across all of my entities?"

Ultra-High-Net-Worth individuals often hold wealth across LLCs, trusts, partnerships, and personal accounts. Without a unified tax strategy spanning every structure, significant value could be routinely left on the table each year, often without anyone noticing.

"If something happened to me tomorrow, would my family know what to do?"

Estate complexity grows exponentially with wealth. Inadequate planning, or plans that haven't been reviewed in years, can expose heirs to prolonged probate, unnecessary estate taxes, and the painful dissolution of assets you spent decades building.

"Is my wealth truly protected from litigation, creditors, and the unexpected?"

High visibility and significant assets create exposure. Without proactive asset protection structuring (not reactive crisis management) a single lawsuit, divorce, or business failure can unravel decades of careful accumulation.

OUR TEAM

When you work with Zelniker Dorfman Private Wealth, you are assigned a dedicated advisor who knows your situation, your goals, and your career timeline. You will never be passed to an associate or handled by a team you have never met. Our advisors bring decades of combined experience working exclusively with ultra-high-net-worth investors.



Scott Zelniker, *CRPC™, CRPS™*
Executive Managing Director,
Wealth Advisor



Peter Dorfman
Executive Managing Director,
Wealth Advisor



Molly Townsend, *CFP®, AIF®*
Director, Wealth Advisor

Steward Partners, its affiliates, and Steward Partners Wealth Advisors do not provide tax or legal advice. You should consult with your tax advisor for matters involving taxation and tax planning and their attorney for matters involving trust and estate planning and other legal matters.

THE UNIQUE CHALLENGES OF EXTRAORDINARY WEALTH

Where Conventional Advice *Falls Short*

We believe the financial industry is built for the average investor. When your wealth reaches this level, you outgrow the products, the strategies, and frankly, the capabilities of most advisory relationships. Here is what we see and what we see that many advisors miss.

The Complexity Trap

As wealth compounds, so does its architecture. Multiple trusts. Operating businesses. Family LPs. Real estate holdings. International assets. Each layer adds legal, tax, and administrative burden. The more complex the structure, the greater the likelihood of costly gaps between advisors who are each only seeing part of the picture.

Tax Drag at Scale

At $25M+, a 1% improvement in tax efficiency is worth $250,000 annually, compounded over decades. Yet in our experience, many UHNW investors are using strategies designed for far smaller portfolios. Roth conversions, opportunity zone investing, charitable vehicles, and sophisticated loss harvesting strategies are rarely implemented holistically.

Multi-Generational Wealth Transfer

Transferring wealth across generations requires more than a will. We help families and business owners create coordinated wealth transfer strategies that integrate estate planning, trust structures, tax-efficient gifting, and family governance. By aligning legal, financial, and advisory expertise, we help preserve wealth and help ensure a lasting legacy for future generations.

Legacy Without a Plan

We believe the greatest risk to multi-generational wealth is not market volatility, it is the absence of a coherent, legally sound, and family-aligned succession plan. Without intentional structure, even the most carefully accumulated wealth can evaporate across one or two generations through taxes, family conflict, and poor stewardship.

HOW WE ADDRESS EVERY CHALLENGE

A Framework Built for *Your World*

We do not offer product-driven solutions. We build bespoke, integrated wealth strategies designed to address every dimension of your financial life, from the immediate and tactical to the multigenerational and legacy-defining. Every engagement begins with a comprehensive understanding of what you have built, what you want to protect, and what you intend to leave behind.

INTEGRATED WEALTH ARCHITECTURE

We serve as the central intelligence of your financial life, coordinating every advisor, every entity, and every decision into a single, coherent strategy. No more siloed advice.

- *Holistic advisor coordination*
- *Multi-entity financial mapping*
- *Unified reporting & oversight*
- *Real-time strategic alignment*

ADVANCED TAX STRATEGY

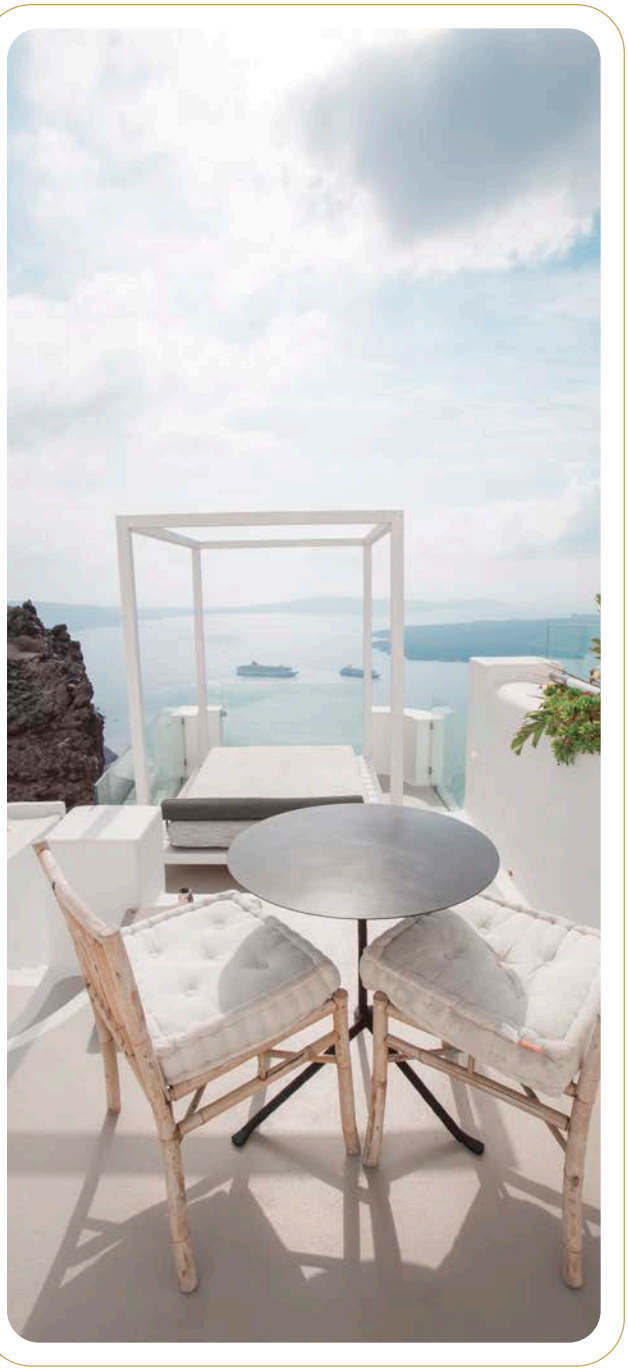
Tax optimization at this level is not annual tax prep, it is year-round, proactive, and deeply integrated with every investment and estate decision you make.

- *Entity-level tax minimization*
- *Charitable giving vehicles*
- *Opportunity zone deployment*
- *Generational transfer efficiency*

INSTITUTIONAL ACCESS & ALTERNATIVES

Through deep institutional relationships, we open doors to private markets, co-investments, and alternative strategies typically reserved for the largest endowments and family offices.

- *Private equity & credit access*
- *Direct real estate syndications*
- *Pre-IPO & co-investment deals*
- *Hedge fund & structured notes*





Estate & Legacy Planning

We partner with your estate attorneys to design trust structures, gifting programs, family limited partnerships, and dynasty trusts that are designed to maximize the transfer of wealth across generations while minimizing estate tax exposure. We also facilitate family governance conversations because the human side of wealth transfer is just as critical as the legal mechanics.

Asset Protection & Risk Architecture

High-net-worth visibility creates legal exposure. We work proactively to structure your holdings in a manner designed to insulate personal wealth from business liabilities, litigation risk, and creditor claims, before a threat ever materializes. Alongside your legal counsel, we help ensure that your protection architecture is current, defensible, and appropriate for your specific risk profile.

Concentrated Position Management

If you hold significant equity in a single stock, a family business, or illiquid real estate, you are carrying risk that most investors cannot afford to ignore. We help you design customized strategies; exchange funds, collars, charitable structures, and monetization approaches, to thoughtfully diversify without triggering unnecessary tax events.

Family Office & Lifestyle Resources

For clients whose complexity warrants it, we extend our services to include family office style infrastructure: bill payment, entity administration, family member financial education, philanthropic strategy, and personalized concierge support. Your time is extraordinary. We protect it accordingly.

Private Family Foundations

A private foundation gives your family complete control over grant-making, investment of assets, and legacy, while delivering potentially significant tax advantages on contributions of cash, appreciated securities, and complex assets. It is one of the most powerful tools available for families who want their philanthropy to reflect their values across generations.

Donor Advised Funds

A Donor Advised Fund allows you to contribute assets today, capture the tax deduction immediately, and distribute grants to charity on your own schedule, with less administrative overhead of a foundation. It is one of the most efficient and flexible entry point for meaningful, tax-smart giving.

The term "Family Office Resources" is being used not to imply that Steward Partners and/or its employees are acting as a family office pursuant to Investment Advisers Act of 1940.

OUR ENGAGEMENT PROCESS

How a Relationship *Actually Begins*

We do not onboard clients, we begin partnerships. Every relationship starts with a comprehensive discovery process designed to illuminate what you have, what you want, and what stands between you and the financial life you intend to live.

CONFIDENTIAL DISCOVERY

A private, unhurried conversation to understand your full financial picture, assets, entities, goals, concerns, and existing advisors. No obligation. Complete discretion.

DIAGNOSTIC REVIEW

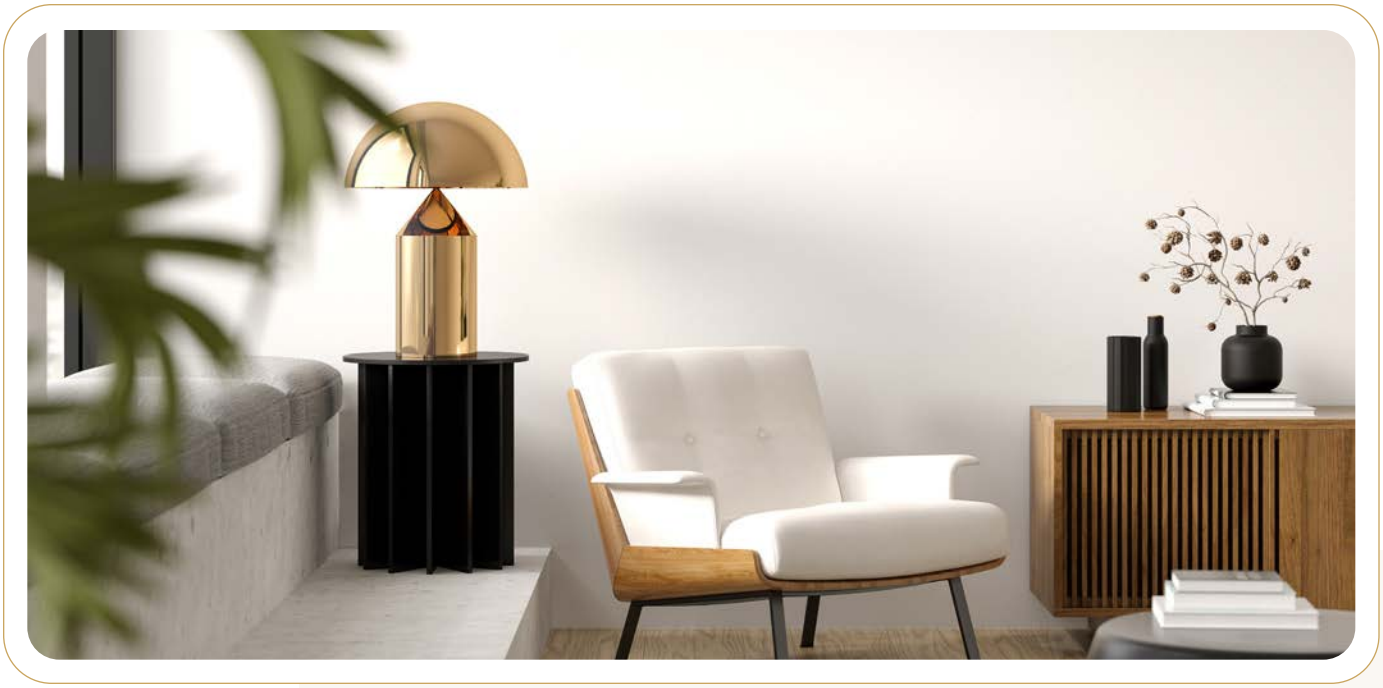
We conduct a comprehensive analysis of your current structures, tax position, estate plan, investment portfolio, and risk exposures, identifying gaps and quantifying opportunities.

STRATEGIC BLUEPRINT

We present a clear, prioritized action plan; what we recommend, why, in what order, and what the expected impact is, specific, measurable, yours to keep regardless.

PARTNERSHIP LAUNCH

If we are mutually aligned, we formalize the relationship and begin coordinating every element of your financial life with the rigor it deserves. This is where the work begins.



WHY CLIENTS CHOOSE TO STAY

Fiduciary commitment at all times:

As an advisory client, we are legally required to act in your interest, not ours. No commission-driven conflicts. Ever.

Dedicated senior advisor access:

You speak directly with the professionals managing your wealth, not a call center or associate.

Selective client roster:

We deliberately limit the number of relationships we accept, ensuring every client receives the depth of attention they deserve.

WHAT SETS US APART FROM THE REST

True institutional access:

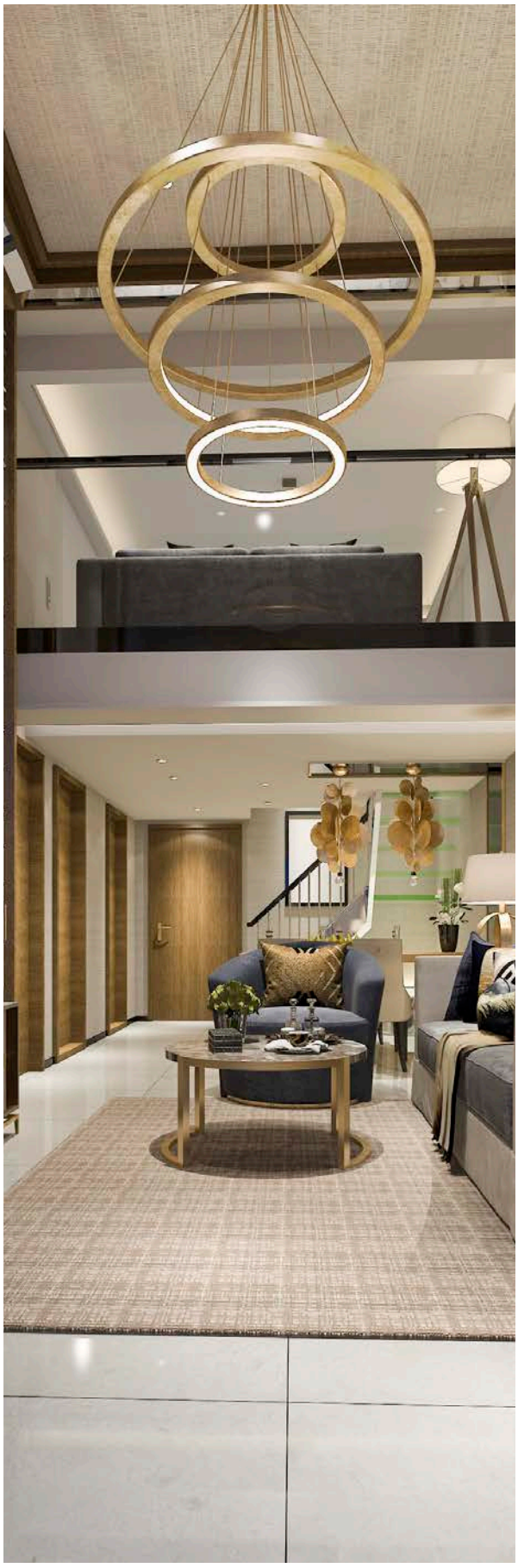
Relationships with top-tier private equity managers, direct lending platforms, and family-office-only style investment vehicles.

Proactive communication:

You will not wonder what is happening with your wealth. We reach you first, with context, clarity, and a recommended course of action.

Cross-generational perspective:

Our planning horizon is not next quarter. It is the next generation, and the one after that.



ZELNIKER DORFMAN
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Experience Matters, Knowing the Right People Can Make *All the Difference.*

We'd welcome the opportunity to learn about your situation and share how Zelniker Dorfman Private Wealth can serve as the financial partner you've been looking for.

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