

WHEN JIM GALASKA'S BROTHER WANTED TO GET OUT OF THE STEEL BUSINESS, CHARLIE EPSTEIN HELPED IRON OUT THE DETAILS

Jim Galaska and his brother, Bill, didn't have any trouble agreeing on a price when Bill decided to sell his half of their business to Jim two years ago. The brothers had worked together as co-owners of the Springfield steel foundry Trident Alloys, Inc. for 24 years at that point. Each knew what the business was worth and neither was out to get the better of his brother. Figuring out what to do next, however, wasn't so simple. Trident is a busy place – they pour steel for clients as diverse as the federal government, an international specialty pump company, and Italian artist Arturo Di Modica (creator of New York City's famous Wall Street Bull) – and neither Jim nor Bill had the time, let alone the expertise, to do the nuts and bolts work of shaping a buyout deal. The brothers decided to let professionals do that part for them. And fortunately for Jim, a friend suggested he turn to Charlie Epstein. Charlie, put his more than 25 years experience as a Certified Family Business Specialist to work advising Jim on the deal. He assembled a team of lawyers and accountants to work with Jim as well. With Charlie's help, the buyout was finished in just three months, allowing Jim to get on with running the foundry and Bill to start pursuing his new interests.



Jim Galaska & Charlie Epstein

Jim has continued his relationship with Charlie. He bought his personal life insurance through Charlie. And he looks to Charlie for business advice. Jim says he was impressed with the way Charlie approached the buyout deal. He liked that Charlie was as attentive to family relationships as he was to business matters. As third-generation foundrymen and long-time business partners, Jim and Bill had a lot at stake, and Charlie was sensitive to all aspects of that. And Jim continues to value Charlie's frankness as a business advisor. Even though business has been great the last few years, he says, Charlie doesn't simply focus on the upside, but creates a complete picture of how the business' finances are looking. "Charlie has been very up front and honest," Jim says. "He doesn't paint a rosy picture. He tells you the way it is. And you learn to have faith in someone who doesn't pull punches." Jim says he'll eventually want to create a transition plan for Trident, and when it comes time to do that he'll call on Charlie to help him put the right plan in place.

Charlie can become a trusted professional for your family business, too. Charlie was a member of the original class of Certified Family Business Specialists from the American College. He is dedicated to sustaining the family business tradition. His Desirement Planning™ Process provides hands-on advice and education about 401(k) retirement plans for family business owners and their staffs. Charlie's organization and expertise can help you keep your family business as strong as steel.

EPSTEIN FINANCIAL SERVICES

Family Matters.

Charlie Epstein, CLU, ChFC, AIF®, Certified Family Business Specialist
Talk to us about The Family CFO® process.

1500 Main Street • Springfield, Massachusetts • (877) 9-FAM-CFO
www.epsteinfinancial.com

Securities offered through qualified registered representatives of MML Investors Services, Inc., member SIPC. Supervisory office: 1500 Main Street, 12th Floor, Springfield, MA 01115-0001, Tel: 413-781-6850. Insurance offered through Massachusetts Mutual Life Insurance Company (MassMutual) and other fine companies. Epstein Financial Services is not a subsidiary or affiliate of MML Investors Services, Inc.