



Crediamo che ogni atleta abbia bisogno di un buon allenatore dentro e fuori dal campo.  
LSA FINANCE & CONSULTING, quale Family Office dello sportivo professionista,  
diventa non solo il tuo consulente,  
ma il tuo coach finanziario e parte integrale del tuo team.

*We believe every athlete needs good coaches on and off the field.  
When you partner with LSA FINANCE & CONSULTING,  
we become not just your financial advisor,  
but your financial coach and an integral part of your team.*



**LSA FINANCE & CONSULTING srl**

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## L'IMPORTANZA DI PRESERVARE IL CAPITALE E LO STILE DI VITA ANCHE DOPO LA FINE DELLA CARRIERA SPORTIVA

Ci rivolgiamo a tutti coloro (atleti, allenatori, direttori tecnico-sportivi) che hanno sempre ritenuto corretto fare affidamento esclusivamente sulle proprie capacità.

*“Oggi per vincere bisogna essere bravi nel saper coniugare tradizione e progresso”*

Per sostenere ambiziosi progetti di crescita le realtà tradizionali hanno bisogno di riconfigurarsi e di specializzarsi, trasferendo all'esterno (outsourcing) quella pluralità di servizi, sostitutivi delle normali attività non strategiche dello sportivo professionista ma indispensabili per il conseguimento delle proprie necessità e risultati. Sono oramai sempre più frequenti i casi in cui atleti, allenatori e direttori tecnici, preferendo concentrarsi sull'attività che gli sono proprie, (sul proprio "ruolo" sportivo), lasciano ad altri professionisti il compito di provvedere alla gestione delle attività fondamentali dello sportivo professionista, affidandola ad un solo attore, coordinato in network di servizi, dotato di una organizzazione complessa e specializzata nelle diverse aree di competenza.

## IL NOSTRO OBIETTIVO

LSA FINANCE & CONSULTING SRL si propone di offrire servizi qualificati e differenziati allo sportivo professionista, ponendo grande attenzione alle esigenze dello stesso, alla frequenza e rapidità dell'attività decisionale strategica ed all'esigenza di razionalizzare la gestione delle entrate sportive e del patrimonio personale. Al fine di realizzare quanto su detto, interveniamo nella dinamica gestionale ed in quella operativa al fine di migliorare i processi, consentendo il raggiungimento di un elevato standing con ottimizzazione delle scelte effettuate.

### Sportivi emergenti

Questo servizio è dedicato ai giovani sportivi emergenti con le rispettive famiglie.

Il Family Officer si occupa di facilitare l'integrazione dello sportivo emergente nel mondo dello sport offrendogli assistenza. In stretta collaborazione con la sua famiglia affianchiamo il giovane, curando attentamente la sua immagine pubblica, il suo stile di vita, la sua formazione scolastica ed il suo patrimonio.

## UN SERVIZIO ESCLUSIVO

Come esclusivi e privilegiati sono i nostri atleti: l'unico asse attorno al quale ruota il nostro lavoro. Come esclusivi e preziosi sono i vostri interessi: l'unico obiettivo delle nostre strategie.

*La certezza di affidare le vostre necessità a chi vi tutela.*

Il Family Office Sportivo (FOPA - Family Office for Professional Athletes) ha origine negli Stati Uniti circa dieci anni fa ed è il futuro della gestione dell'atleta/sportivo in genere.

La nostra struttura multidisciplinare si occupa della gestione integrata dello sportivo offrendo una pluralità di servizi: dalla consulenza sportiva, alle strategie di gestione dei propri guadagni, dalla tutela fiscale, assicurativa e previdenziale alla gestione amministrativa del patrimonio dello sportivo professionista.

Un centro di competenze flessibili, interdisciplinare ed indipendente, senza alcun conflitto di interessi con le aspettative dello sportivo professionista. Strutturato intorno alle necessità dello stesso, in grado di fornire consulenza, competenza e conoscenza. Il Vs. Family Officer si prende in carico la gestione della complessità legata alla cura degli interessi patrimoniali offrendo servizi di amministrazione ed agendo professionalmente per garantire una considerazione consapevole nella gestione del patrimonio, controllando il rischio, pianificando i risultati e aiutandolo altresì alla ottimizzazione delle proprie entrate sportive.

### Sportivi internazionali

Questo servizio è dedicato agli sportivi di caratura internazionale con le rispettive famiglie.

Il nostro impegno è quello di creare per tutti gli atleti professionisti una struttura semplice ed efficace al fine di facilitare la vita di chi ha fatto dello sport la sua attività professionale. L'obiettivo del nostro servizio di Family Office è infatti quello di permettere al nostro cliente di concentrarsi esclusivamente sulla sua attività agonistica.

## FAMILY OFFICE FOR PROFESSIONAL ATHLETES (FOPA)

Our goal is to be the Family Office for top sportspersons that you've always wanted and which is able to come up with the ideal solution for all your needs. We want to offer you optimal, all-round support, so that you can concentrate to the fullest extent on what you do best: exercising your favourite sport - without worrying about your financial future.

This is our main focus, because unfortunately the financial independence of professional athletes after retirement is secured only in very few cases. Only 8% of all ex-professionals have become financially secure by the time they retire. The remaining 92% have only small savings or are already in debt at the end of their career.

In particular, the players were divided into 4 groups: Only the top 8% can maintain their standard of living after retirement. The next 42% had to make major cutbacks in planning their twilight years. 20% of players can indeed keep themselves financially afloat, but had to restrict themselves to a minimum. And an incredible 30% are over-indebted at the end of their career.

And this is exactly what motivates us: to provide our customers with a perfect allround service in financial matters every day.

For precisely this reason it is important that you plan for your financial future now when you are starting your career as a professional sportsman and put matters in the right hands.

As an elite professional at the top of your game you need a premiere team you can trust to manage your finances. LSA FINANCE & CONSULTING build your financial freedom and security for the future, so you can focus on your family and your career on the field without any distractions. We've built our reputation on a unique combination of abilities: a firsthand insight into the careers and responsibilities of the professional athlete, met with unrivaled experience in wealth management. While there are many financial managers, our company is the only firm with the specific qualifications and experience to manage the finances and personal lives of professional athletes.

## OUR SERVICES

We know from our own experience how short a career can be, and we know what is key in optimal financial planning for top sportspersons. Based on our long-standing practice in providing financial advice to top athletes, we know all the problems - but above all, also the solutions.

Thanks to our independence, we also ensure that YOU really get the best solution for YOU. For this reason we have tailored our extensive catalogue of services specifically to your needs - so that you receive everything related to your financial affairs from a single source.

## WEALTH MANAGEMENT & RETIREMENT PLANNING

Professional athletes have a variety of coaches or manager at their disposal to help improve their skills and attain their goals. At LSA FINANCE & CONSULTING, we serve as a fiscal and financial coach for our clients, helping to guide them from the day they are drafted all the way through retirement.

The average career of a professional athlete is approximately fifteen years. That means we must diligently prepare throughout a player's career and devise a plan for life after the finish. Our clients have worked extremely hard to obtain their wealth and we pride ourselves in helping them manage and preserve that wealth so their families are financially secure and comfortable for the rest of their lives.

As your sports career begins to wind down, we are there to support you as you transition into the next chapter of your life, whether it's in coaching, broadcasting, or running your own business. Detailed long-term cash flow projections incorporating portfolio returns, pension calculations and taxes will identify the asset and income levels required to support your lifestyle and achieve your personal and professional goals over the decades to come.

## INVESTMENT ADVISORY FOR PROFESSIONAL ATHLETES

A major factor in achieving financial security and freedom is implementing an investment strategy that will allow your assets to safely grow throughout your life. Our complete understanding of your financial situation allows us to craft a customized plan that if executed properly, will result in stability at retirement.

Whether you are conservative or aggressive, concerned with capital appreciation or income, we are fully equipped to satisfy your needs.

## TAX PLANNING AND ACCOUNTING SERVICES FOR PROFESSIONAL ATHLETES

In our experience, we have found that tax filings are one of the most important pieces of an athlete's financial picture. Unfortunately, they are also the most overlooked.

Accounting services are not just about paying bills any longer. It's about being protected. We work as liaisons with your bank. We regularly monitor your accounts and credit reports and take action should anything fraudulent arise.

## BUSINESS ADVISORY FOR PROFESSIONAL ATHLETES

We currently help several of our clients with managing various aspects of their business ventures through the Private Client Group. Our entrepreneurial clients value our business advisory services which include:

- Assistance in Establishing a Business Model
- Conducting Financial Analysis to Determine Viability of a Venture
- Competitor Analysis & Research
- Financial Reporting & Oversight

## FAMILY OFFICE SERVICES FOR PROFESSIONAL ATHLETES

It's easy to waste millions and end up with nothing-even if you score a \$10 million contract, you'll typically only keep \$2 million after taxes, spending, and waste. Anyone can burn through big money, but only a few stars succeed at creating and executing a financial strategy that lasts a lifetime and beyond. LSA FINANCE & CONSULTING helps you get there. We'll competently guide you in pausing, planning, and preserving your capital-so you'll stay standing tall.

When you land a big check, it can seem like the money is endless-it isn't. That's why we begin by assembling your entire team of professionals, understanding your complete financial picture, and outlining what you can expect from the rest of your existing contract.

LSA FINANCE & CONSULTING helps you visualize the reality of your finances-after taxes and spending-so you know what you can afford and how to move forward. Then we'll lead your team to help you make sure your next steps are on the right path.

We understand the temptation to spend money on luxurious purchases, friends and family, and a lavish lifestyle. That may be attainable, but going too fast typically gets you burned. LSA FINANCE & CONSULTING encourages you to stop and plan-pausing before making any major purchases or investments.

During this time, we'll work with you and your team to develop an in-depth strategy for the next 10 to 15 years. You'll see the major milestones ahead of you, prepare for different possibilities, and make informed decisions that will help you achieve your goals.

Our goal is to minimize your taxes, prudently invest your capital, manage your risks, and provide you and your family with a transparent solution for today and tomorrow.

As your Family Officer, LSA FINANCE & CONSULTING will effectively manage your balance sheet and cash flow. Our goal is to simplify your life; no task is too big or too small for us. We're here to serve as your financial guide, advocate, and administrator on your exciting journey into a world of new affluence.