

WILLIAMS COULSON

ATTORNEYS AT LAW

PROFESSIONAL PROFILE



**Susan B.
Rankin**

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The type of law that I practice is customized for each client; therefore, my work is based on consistent communication and collaboration in order to achieve client goals.

Susan B. Rankin, former partner with Williams Coulson, currently serves Of Counsel. She has been practicing law for over 16 years and concentrates in the areas of tax, estate planning and administration, as well as general corporate and business matters. She regularly designs, drafts, and implements various estate planning techniques and counsels owners of closely held businesses and other executives and professionals in related transactional matters. Increasingly, Susan assists individuals with charitable planning techniques and represents tax exempt and charitable organizations.

Notable Representative Matters

- Designed and implemented estate and business succession plans for multi-million dollar estates, utilizing sophisticated estate planning techniques, including, but not limited to qualified personal residence trusts, grantor retained annuity trusts, charitable remainder trusts and charitable lead trusts, and various other specialized irrevocable trusts.
- Represented owners of leading financial services company in sale to a strategic purchaser for a purchase price in excess of \$750 Million. The transaction involved significant charitable planning resulting in several hundred million dollars being available for charitable purposes.
- Designed, structured and continued consultation with respect to operation of charitable private foundations, including one of the largest private foundations in the nation.
- Represented fiduciaries of irrevocable trusts with respect to beneficiary and accounting matters, tax planning and investment management.
- Advised owners of distressed equity position in sale to strategic buyer.
- Represented employers and employees in negotiations of employment contracts including the structuring of employee incentive plans in preparation for potential sale of business.
- Represented sellers and purchasers in numerous commercial real estate transactions; many of which involved structures to provide tax savings, intergenerational planning or privacy advantages.
- Represented entrepreneurs in early-stage business planning including advice regarding structure to maximize income, estate and gift tax benefits.

A dynamic, efficient, and flexible attorney, Susan combines technical proficiency with receptiveness to alternative legal structures and planning techniques to accomplish client objectives.

Susan gained significant business experience serving as corporate counsel to an investment advisory group. Utilizing this knowledge, Susan has been involved in various other business and tax planning activities and transactions for corporations, limited liability companies, general and limited partnerships, small business corporations, and charitable tax-exempt organizations.

Susan is a member of the Taxation and Probate & Trust Sections of the Allegheny County Bar Association and the Estate Planning Council of Pittsburgh. Within her community, Susan serves on the Board of Trustees at the Hilton Head Preparatory School and is active with the Juvenile Diabetes Research Foundation. She also is a Director of a charitable private foundation. She is admitted to practice law in Pennsylvania and the United States District Court for the Western District of Pennsylvania.

Susan received her law degree from the University of Virginia School of Law, where she was the Projects and Production Editor of The Virginia Tax Review. She received a bachelor's degree cum laude from the University of Richmond with a major in political science.

Practice Areas

- Closely Held Business Practice
 - Mergers and Acquisitions and Dispositions
 - Early Stage Ventures
 - Business Contracts
 - Commercial Litigation and Dispute Resolution
 - Securities & Corporate Finance
 - General Counsel Services
 - Real Estate Acquisitions & Dispositions
- Estate Planning & Trusts
 - Estate & Trust Administration
 - Business Succession Planning
 - Charitable Planning
 - Estate & Gift Tax Planning
 - Personal Income Tax Planning & Compliance

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