CASE STUDY · CORPORATE & BUSINESS · A SPECIALTY VEHICLE OWNER

The Uninsurable Asset.

A rare off-road truck that was essentially impossible to insure for commercial use sat idle in a garage. We built a structure that let it earn rental income, with its risks kept apart from the owner's other assets.

CLIENT	MATTER	PRACTICE AREA	THE OBSTACLE
A specialty vehicle owner	Renting out a high-risk vehicle	Corporate & business	Essentially impossible to insure

01 THE SITUATION

Too risky to insure, *too valuable to park.*

Our client owned a rare off-road truck built for extreme performance. It was a significant investment, but the nature of the vehicle and the risks of extreme off-road driving made it effectively impossible to insure for commercial use or public rental.

01

Personal exposure

How to keep the truck's high-risk use from reaching the owner's personal savings and other businesses.

02

An idle asset

How to turn a garage queen into an asset that earns income.

03

Recourse for damage

How to make sure the owner could recover the cost if a renter damaged the truck.

02 OUR APPROACH

A firewall first, *then the rental business.*

> ***We designed a layered structure that kept the risk in one place and put the rental business on a formal footing.***

1 **Formed a separate company**

A dedicated entity holds the truck and its risks, apart from the owner's personal assets and other businesses.

2 **Wrote the rental terms**

Rental agreements and ride waivers set out each side's responsibilities and the financial consequences of extreme use.

3 **Set the safety routine**

Advised on operational safeguards so every participant understood the risks before using the truck.

03 WHAT HAPPENED

A hobby became *a business line.*

The truck now earns rental income through its own company, under written terms that cover responsibility and damage.

Its risks sit inside that company rather than with the owner.

THE TAKEAWAY

Legal structure can unlock an asset that looks stuck. Looking at the problem through a corporate and operational lens let this client earn compliant revenue without putting personal or business security on the line.

04 WHO HANDLED IT

Talk to the attorneys *who handled it.*



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05 OTHER ENGAGEMENTS

ASSET PROTECTION
Asset protection in action
Informal transfers between related companies, and the paperwork that separated them.

COMMERCIAL REAL ESTATE
Correcting the record
A stalled multi-tenant acquisition, the seller's errors corrected, and the deal closed.

CORPORATE & BUSINESS
The reciprocal buyout offer
Two partners against two, and one price that either side could be bought out at.

EIGHT LOCATIONS, ONE TEAM

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