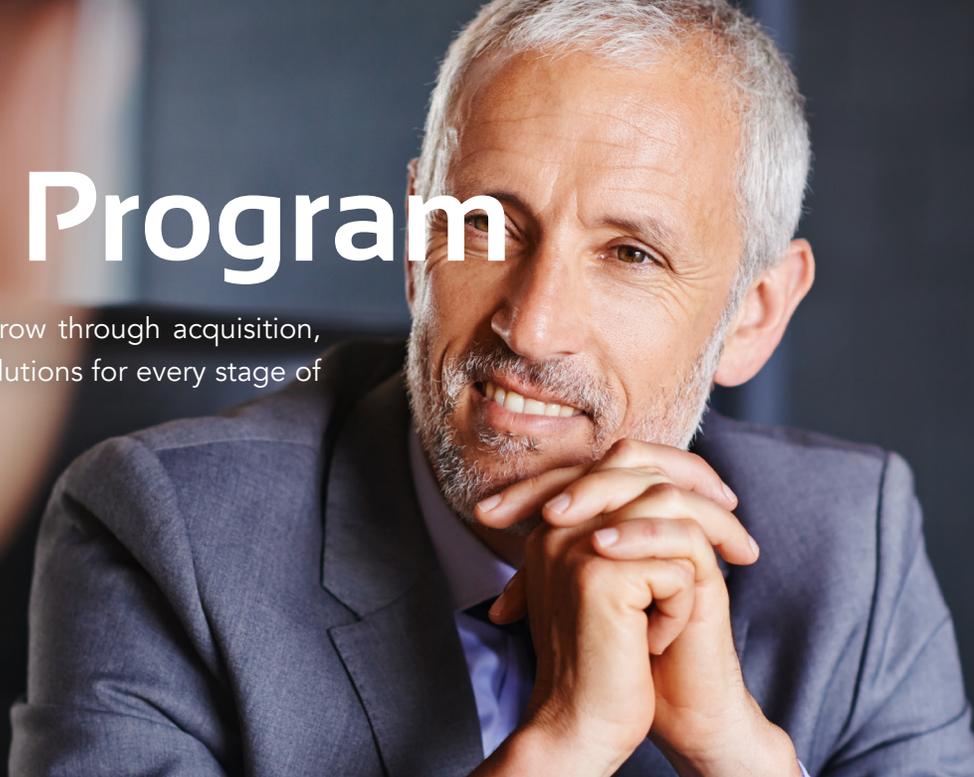


Buyer Program

For advisors looking to grow through acquisition, SRG has resources and solutions for every stage of this process, including:

- Sourcing strategies
- Valuation
- Lending
- Offer letter
- Negotiating
- Form agreements



Valuation

The first step in building a deal is making decisions with full information – SRG’s valuation team will help make sure you understand the value of the practice you are acquiring.

Learn more at

<http://www.successionresource.com/value/>

Lending

SRG has the industry’s best lending solutions to help finance an acquisition, merger, or succession plan. SRG will help you evaluate and connect with the lender that best fits your deal – then coordinate the process, making it turnkey.

Learn more at

<http://www.successionresource.com/lending/>

10 Steps to Buying a Practice:

1. Commit the time and resources necessary
2. Be consistent in your search efforts
3. Prepare your business and team prior to finding a deal
4. Structure your business so it can support a remote location
5. Make the seller your top priority
6. Figure out your finances and access to capital
7. Get your death/disability plan finalized
8. Demand is high – don’t be afraid to overpay – there is significant demand for practices
9. Create an efficient business model/team
10. Check the ego and emotions at the door

Checklist Items Every Buyer Should Have:

- Value your business
- Contingency plan
- Life insurance
- Pre-approval letter from a third party lender
- Existing capital
- Credit score above 700
- Website – and keep it up-to-date
- No historical bankruptcies
- Clean U-4



Frequently Asked Questions

What is the Buyer Profile?

The Buyer Profile is a no-cost notification solution that allows SRG to maintain an active and comprehensive profile of your business and areas of interest. SRG reviews our database weekly to ensure that the best buyers are being connected to our sellers.

What is the process? How does it work?



How much does SRG's Buyer Profile cost?

SRG's Buyer Profile is 100% free and in most cases – sellers pay our success fee when your deal closes.

Are you similar to other listing sites?

No, unlike Succession Link and FP Transitions, we do not use an eBay style listing approach. All of our sellers have been vetted and are 100% serious. No inquiries necessary, SRG will contact you.

I'm serious about buying, how can I stand out from the crowd?

To make yourself more attractive as a buyer, please see "10 Steps to Buying a Practice" and "Checklist Items Every Buyer Should Have" on front page.

Do you have practices available in my state online that I can inquire to?

SRG works nationwide with sellers and broker-dealer/custodians.

How many buyers are there for a typical deal?

Typically, there are 50 - 100 interested buyers for every seller. Of that group, only 5 - 10 are a good "fit."

Where are all the practices for sale? How can I find a deal?

There is no simple solution to finding a deal – focus on third-party providers such as SRG, network in your local area, talk to your broker-dealer/custodian(s) and other industry contacts (coaches, wholesalers, etc.).

Will I receive regular updates?

No, SRG will contact you if you are a good match for a seller candidate.

How many deals have you successfully closed?

We close approximately 40 deals per year.

What is the average cash down payment?

For 2016, the average down payment was 56%.

How are deals structured?

Deal structures vary based on a seller's needs/preferences. Every deal is different; keep an open mind and remain flexible.

How long does this process take?

Depending on the size of your practice and search criteria, some of our buyers receive notification within a week of submitting their Buyer Profile, while others are still waiting for a notification.

Does my profile need to be re-submitted once a new seller comes?

You do not need to resubmit your Buyer Profile unless there are significant changes in your practice and/or search criteria. If you have changes, please email them to info@successionresourcegroup.com.

How far of a distance should I stay within if looking to purchase another practice?

For first-time acquisitions, we recommend you stay within a comfortable driving radius. Expansion of this radius is generally only recommended to experienced acquirers, who have the potential to make a secondary location work.

I am over 55, am I a good buyer candidate?

Statistically, very few buyers over the age of 55 buy practices since most of the advisors selling their practice are 59 - 65 years old on average.

Is my information confidential?

Your information is 100% confidential. We do not sell or share this information with anyone, including a seller, until you give us the go-ahead.

Submit Your Profile Today at
successionresource.com/buyer-profile