

Seller Listing: CA-1916

2019 Succession Resource Group M&A Alert

Annuity Based Advisor Practice for Sale

Bay Area
California

\$70 Million
AUM

46%
RECURRING REVENUE



\$734,000

Trailing 12 Months
Production
(After BD Payout)



68

Average
Client Age



15

Years of Average
Client Tenure



35

Households

An independent advisor seeking a buyer to acquire his mostly annuity book of business and loyal client base. The company has very little overhead and provides the 35 high net worth clients with annuities, alternative investments, and mutual funds.

The ideal buyer would be someone who is local, understands and uses annuities, and is willing to move to the independent broker-dealer seller is affiliated with.



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Seller Info



1 Owner



Owner Licenses:
7, 63, 65, insurance



Owner Designations:
N/A



22 Years in Business

Team Info



0 Licensed Employees



Employee Licenses:
N/A



Employee Designations:
N/A



1 Unlicensed Employee
(Part-Time)

Company Info



\$734,000

Trailing 12 Months Production
(After BD Payout)



46%

Recurring
Revenue



\$70 M

AUM



35 Households



15 Average Client Tenure



68 Average Client Age



Total Overhead:

\$38,000



20 Households with
1M+ in AUM



Multi-Generational Planning:

Yes

Revenue (Production)

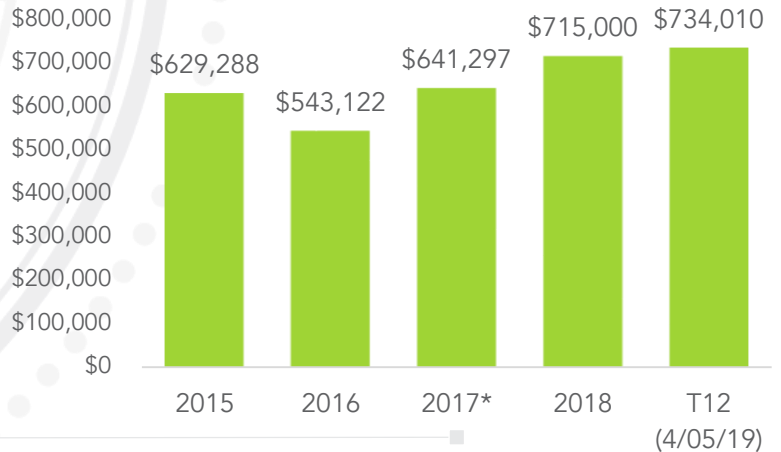
Upon seller's approval, additional detail will be provided to ensure complete due diligence can be conducted.



46% Recurring Revenue

*This figure has been annualized. The verified amount is \$480,973, representing nine months of revenue due to a Broker-Dealer change.

Historical Revenue



Revenue Breakdown



\$734,000

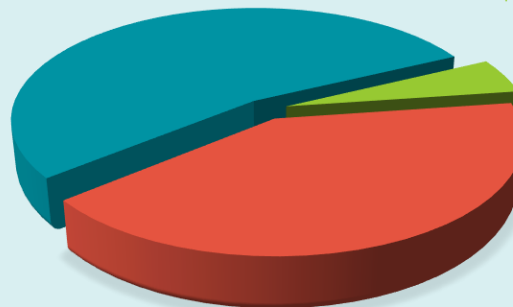
Trailing 12 Months
Production
(After BD Payout)

Securities Commissions

\$394,855
54%

Fees
\$36,672
5%

Trails/12b1s
\$302,473
41%



Expense Breakdown



Total Overhead:
\$38,000



Employee Compensation:
\$0



1099 Contractor Compensation:
\$25,000



Office Supplies:
\$0



Advertising/Marketing:
\$0



Software Costs:
\$0

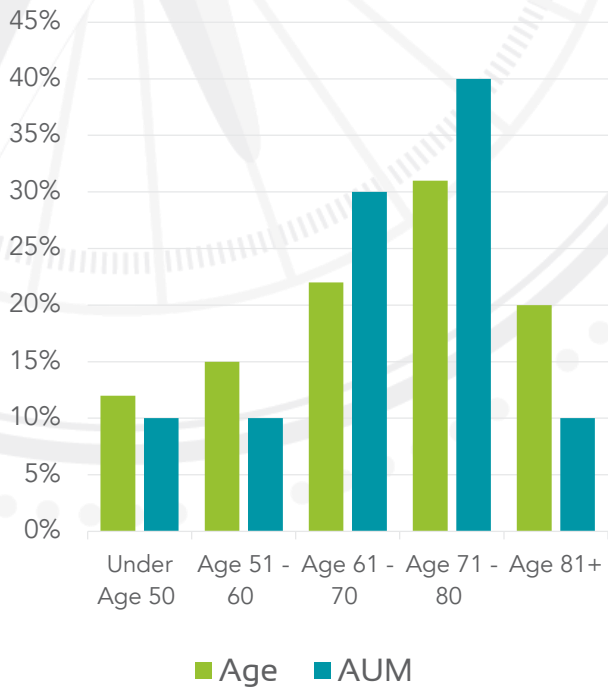


Annual Lease/Rent:
\$10,800









Annual Licensing Costs:
\$0







Client Demographics



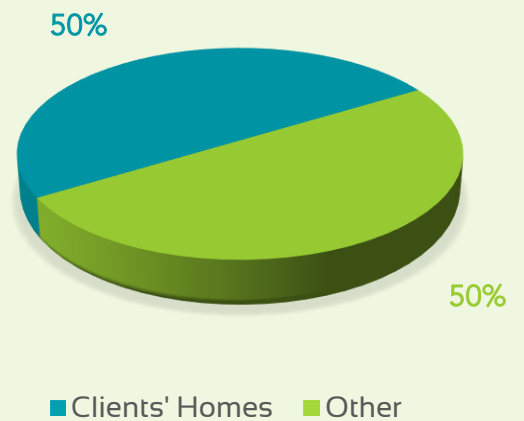
Technology Use

-  **CRM:** Retail
-  **Financial Planning:** None
-  **Portfolio Rebalancing:** None
-  **Document Management:** None
-  **Account Aggregation:** Albridge Wealth Reporting
-  **Other Software:** None

Communication Methods

-  **Newsletters**
-  **Phone Calls**
-  **Emails**
-  **Face-to-Face Meetings**
-  **WebEx / Skype**
-  **Client Events**

Meeting Frequency



 **Local Clients: 90%**

Buyer Requirements



BD/Custodian Affiliation:
Willing to move to seller's
BD, preferred



Location:
Local Presence

Preferred Retained Expenses

Lease	\$10,800
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Employees	\$25,000
Licensed: 0 Unlicensed: 1	

Price & Terms



\$1,200,000

Asking Price



40%
Cash Down



60%
Escrow/Note



August 31, 2019
Anticipated Close Date

Transition

Consulting Timeline

6-12 Months

Next Steps

Interested? Submit your buyer profile.

[Click to Submit](#)

OR

Already submitted your buyer profile?

[Indicate Your Interest Here](#)

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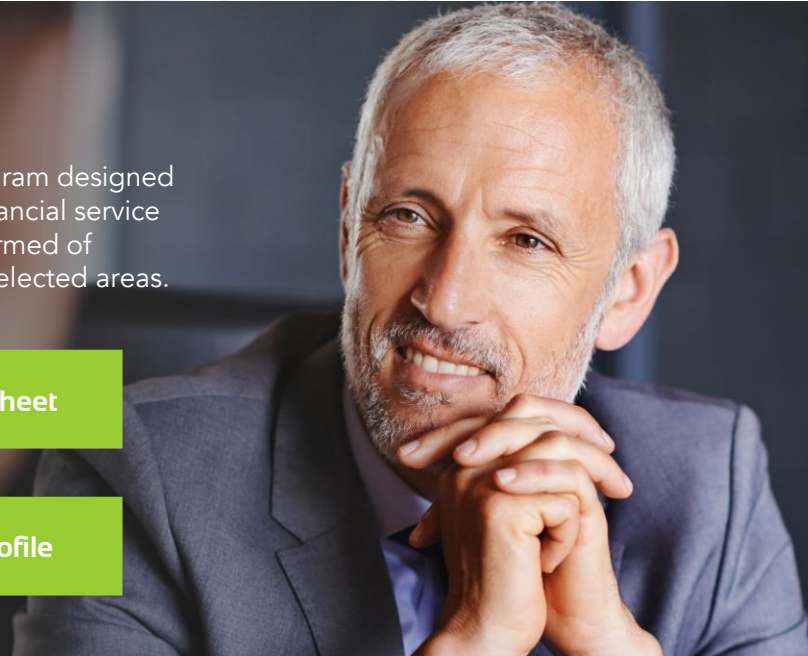
Resources & Solutions

Buyer Program

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Succession Resource Group

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