

Seller Listing: CA-2013

2020 Succession Resource Group M&A Alert



California Fee-Only RIA

\$146,620
2020 REVENUE

\$48.2 Million
AUM

99%
RECURRING REVENUE

Next Steps

[Submit Your Buyer Profile](#)

OR

Already submitted your buyer profile?
[Indicate Your Interest](#)

This is a rare opportunity to acquire a fee-only RIA in California with 61 households and no required overhead. The owner has had the clients for approximately 9 years and believes that financial planning is the cornerstone of all client relationships. The owner is committed to: 1) being a fiduciary; 2) ethical conduct; 3) being competent, thorough, knowledgeable, and professional; and 4) fair pricing.

The owner is looking for a successor that is fee-only, has a strong financial planning background, offers consistent client service with empathy, compassion, diligence, advanced technology, and is experienced.



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Seller Info



1

Owner



Owner Licenses:
N/A



Owner Designations:
EA, CFP®



35

Years in Business

Team Info



0

Licensed Employees



Employee Licenses:
N/A



Employee Designations:
N/A



0

Unlicensed Employees

Company Info



Broker-Dealer:
None



Custodians:
TD Ameritrade (79%)
Schwab (3%)



TAMPs:
None



61

Households



64

Average Client Age



84%

Local Clients
(Based on County)



18

Households with
1M+ in AUM



9

Years Avg
Client Tenure



Multi-Generational Planning:
Yes



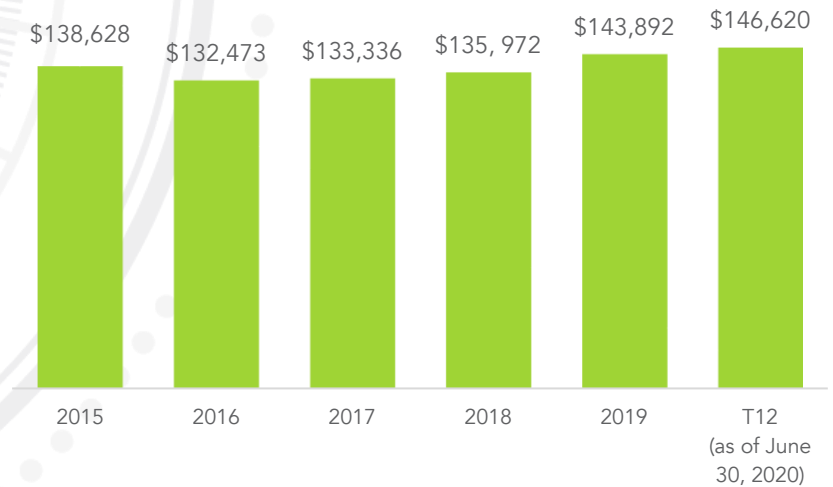
Key Method for Client Acquisition:
Client Referrals, Online Presence

Revenue

Upon seller's approval, additional detail will be provided for the subject practice to ensure proper due diligence can be conducted.

 **99% Recurring Revenue**

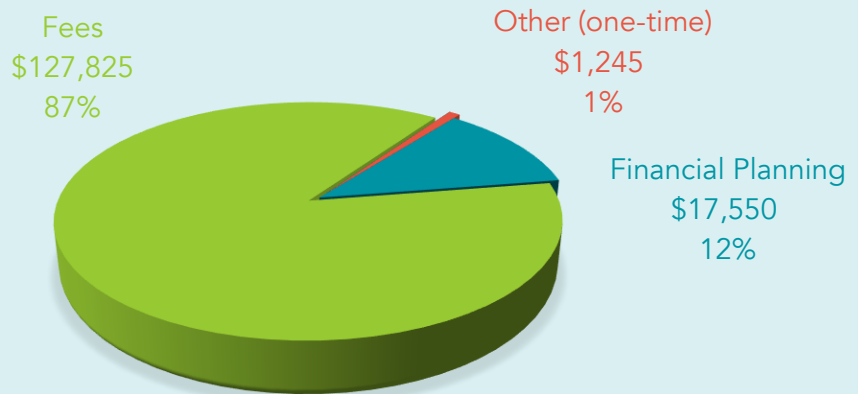
Historical Revenue



Revenue Breakdown



\$146,620
2020 REVENUE
(as of June 30, 2020)



Other Revenue Details



Billing Cycle:
In Advance, Quarterly



Number of Financial Plans:
6 per year (paid)
All clients receive an annual review



Family Accounts:
1 family account being charged 0.0%



Management of AUM:
Discretionary (50%)
Non-Discretionary (50%)



Average Fee Charged:
Flat Fee based on Hours
\$1,500 - \$10,000 based on discretion

Expense Breakdown



Total Overhead:
\$52,050

% of Revenue:
35.50%



Employee Compensation - Licensed:
\$0

Employee Compensation - Admin:
\$0

1099 Contractor Compensation:
\$0



Employee Benefits:
\$0



Employee Only Payroll Taxes:
\$0



Advertising & Marketing:
\$4,650



Annual Lease/Rent: (see below)
\$22,800



Dues /Subscriptions
\$3,010



Continuing Education:
\$395



Insurance:
\$3,565



Licensing Cost:
\$155



Meals & Entertainment:
\$160



Office Supplies:
\$565



Other Expenses:
\$6,095



Professional Services:
\$2,480



Referral Fees:
\$0



Repairs & Maintenance:
\$0



Software Costs:
\$7,555



Travel: Normalized
\$0

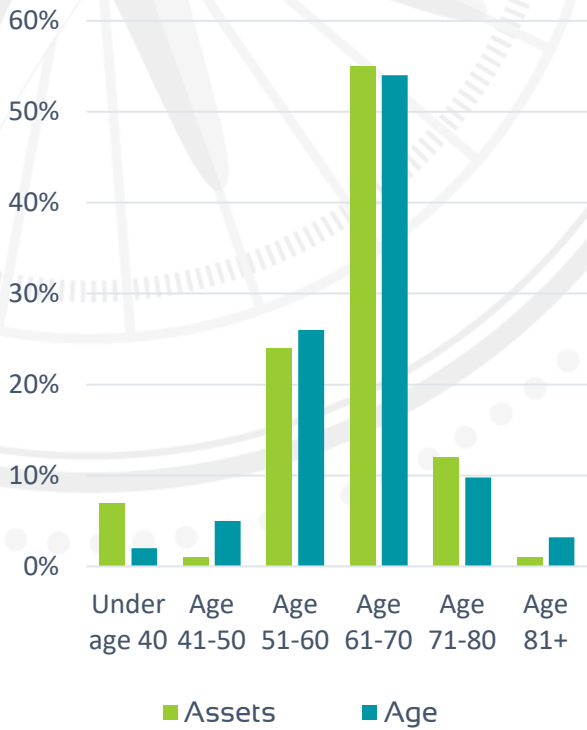


Utilities:
\$620








Other Notes Regarding Expense

Owner owns commercial real estate. Fees are what owner charges self to cover costs.










Client Demographic



Technology Use

-  **CRM:**
Junxure
-  **Financial Planning:**
Money Tree Total Planning Suite
-  **Portfolio Rebalancing:**
Proprietary
-  **Document Management:**
None
-  **Account Aggregation:**
None
-  **Other:**
Tax Tools, Tamarac PCH, Sharefile
-  **Accounting:**
QuickBooks

Communication Methods

-  Newsletter
-  Face-to-Face Meetings
-  Phone Calls
-  Emails
-  Occasion Cards
-  Video Conferencing
-  Social Media
-  Client Events
-  Other: Quarterly Reports

■ Methods used are marked green.

Meeting Frequency



 **Meetings:**
Approx. 58 meetings / year
95% held annually

Buyer Requirements



Buyer Credentials:
5+ Years Experience



Designations:
CFP, preferred
ChFC, CFA, CPA, EA, MBA, JD,
bonus



Other Notes:
Buyer should be experienced, have a focus on financial planning, have fair pricing, be a fiduciary, ethical, competent, consistent, advocate



Firm:
Fee-Only RIA
(2+ person company)



Organizations:
NAPFA preferred

Optional Retained Expenses

Owner Lease
(occupied by Seller for the past 10 years)

\$22,800

Price & Terms



\$475,000

Asking Price



70%
Cash Down



30%
Escrow



December 18, 2020
Anticipated Close Date

Transition

Transition Timeline

6 Months
End by April 2020

Rainmaking Clause

Yes

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

A passive no-cost program designed to help you acquire financial service practices and stay informed of opportunities in your selected areas.

[Download Info Sheet](#)

[Submit Buyer Profile](#)



Hourly Support



Valuation



Offer Letter



Deal Sourcing



Purchase Agreements



Deal Structuring

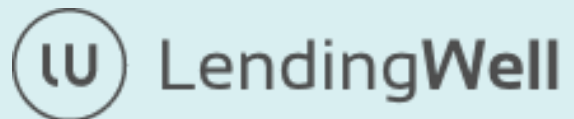


Tax Strategies



Entity Formation

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LendingWell was designed specifically for advisors to assist with finding the optimal lender(s) for your financing needs. Each lender has unique requirements, loan terms, and "credit box." Answer a few simple questions to evaluate your eligibility and find lenders who ideally matched for your type of financing needs. Once matched, you can connect with lenders.

[Learn More About LendingWell](#)



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Succession Resource Group

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With decades of combined industry experience, SRG possesses a unique combination of skills, resources and expertise to help advisors understand the value of their business, develop strategies to improve that value, protect it with comprehensive contingency and succession plans, and grow through acquisition.

