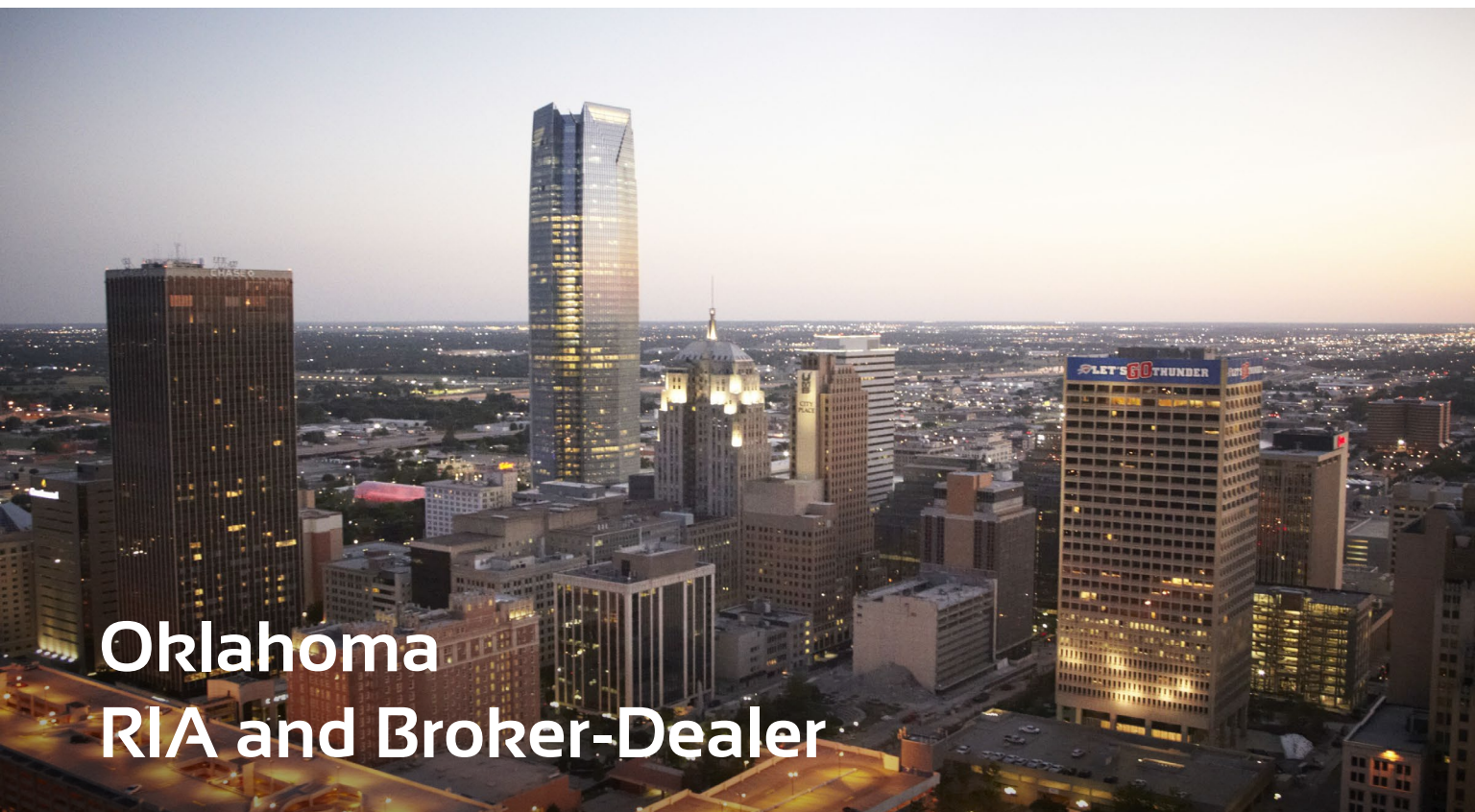


# Seller Listing: OK-2031

2020 Succession Resource Group M&A Alert



## Oklahoma RIA and Broker-Dealer

**\$3,678,249**  
2020 REVENUE  
(annualized)

**\$1.15 Billion**  
AUM

**\$480,000**  
Normalized Earnings

### Next Steps

[Submit Your Buyer Profile](#)

Oklahoma based RIA and independent broker-dealer with 24 total registered professionals, 18 of which are producing advisors, with the largest producer serving as the owner of the RIA/IBD. The owner is looking to phase out over the next 3-5 years, continuing to be a producing advisor and work as a branch manager to ensure a seamless transition for the advisors and clients. The business has well-trained staff and turnkey office location. The owner is looking for a buyer that has experience operating a broker-dealer or large branch and that also uses First Clearing.



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## Seller Info



**1** Owner(s)



**Owner License(s):**  
4, 5, 7, 24, 53, 63



**Owner Designations:**  
CIMC



**43** Years of Experience

## Team Info



**8** Home Office Personnel



**Management:**  
2



**Administrative:**  
6



**18** Producing Advisors



**9** Producing Advisors \$100k+

**\$170k** Average Production

## Office Locations



Oklahoma x 6



New Mexico

## Company Info



**Office Details:**

- 7 location
- 6,000 sq. ft @ home office



**Clearing Firm:**

First Clearing



**Avg. Advisor Age:**

53

## Technology Used



**CRM:**  
Salesforce



**Accounting:**  
Sage

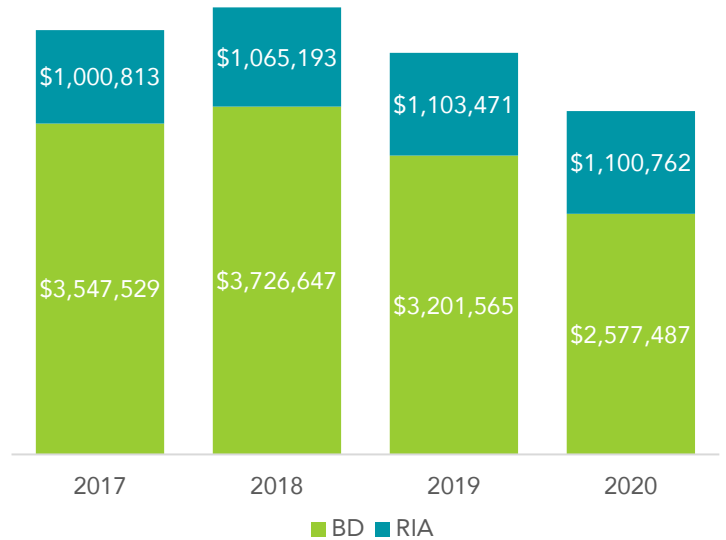


**Financial Planning:**  
Provided by First Clearing

# Revenue

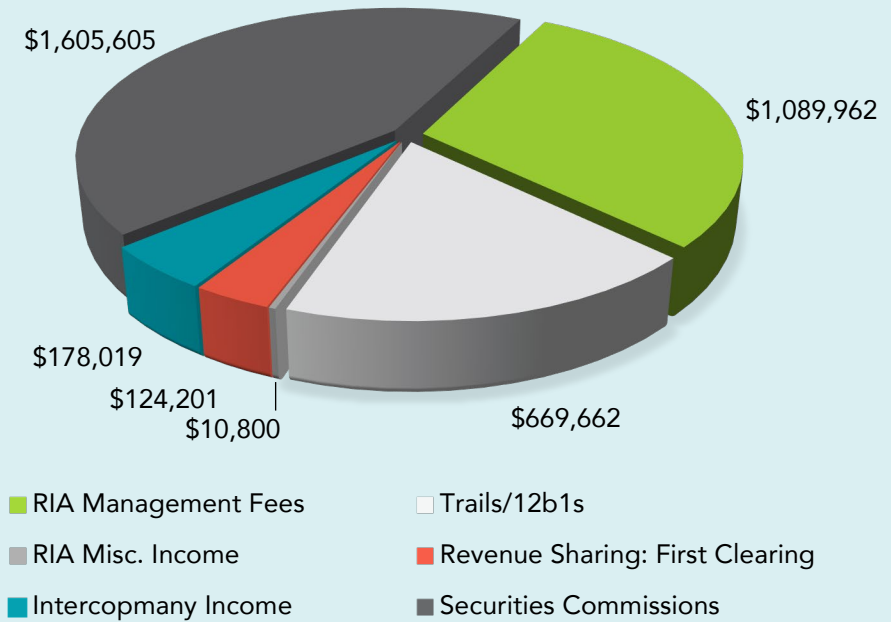
Upon seller's approval, additional detail will be provided for the subject practice to ensure proper due diligence can be conducted.

 **57% Recurring Revenue**



# Revenue Breakdown

  
**\$3,678,249**  
 2020 REVENUE  
 ANNUALIZED



# Revenue Margins (Normalized)



**19%**  
BD Margin



**5%**  
RIA Margin

Assuming Normalized Overhead

# Assets



**Total Assets: \$1.15 Billion**  
**Managed: \$862 Million**  
**Held Away: \$290 Million**

# 2020 Annualized Expense Breakdown



**Total Overhead:**  
\$3,425,307

**Payouts:**  
\$2,380,202



**Employee Compensation - Licensed:**  
\$0

**Employee Compensation - Admin:**  
\$318,850

**1099 Contractor Compensation:**  
\$0



**Employee Benefits:**  
\$94,380



**Employee Only Payroll Taxes:**  
\$28,440



**Advertising & Marketing:**  
\$2,510



**Annual Lease/Rent:**  
\$101,210



**Dues /Subscriptions**  
\$12,840



**Clearing Charges:**  
\$181,530



**Insurance:**  
\$4,905



**Interest Expense:**  
\$77,405



**Meals & Entertainment:**  
\$6,400



**Office Supplies:**  
\$42,430



**Other Expenses:**  
\$10,115



**Professional Services:**  
\$107,440



**Regulatory Fees:**  
\$19,835



**Repairs & Maintenance:**  
\$9,490



**Software Costs:**  
\$0



**Travel**  
\$430



**Utilities:**  
\$26,920

# Buyer Requirements



**Clearing Firm:**  
First Clearing, required



**Location:**  
Willing to retain lease

## Annual Retained Expenses



## Price & Terms



Price & Retention Bonus for Advisors Negotiable

### Other Notes

Seller is flexible on the structure of the sale, willing to sell the business as a turnkey operation, selling the broker-dealer and RIA, or a sale of the key assets. Looking for a cash down payment and contingent payments for the balance based on retention, as well as retention bonuses for the advisors.



**70%**  
Cash Down



**30%**  
Paid within 5 Years



**Q1 2021**  
Target Close Date

Transition	
Branch Manager & Producing Advisor	3-5 Years
Rainmaking Clause	Yes

## Next Steps

Interested? Submit your buyer profile.

[Click to Submit](#)

## Disclaimers

This document includes information pertaining to a business for sale. The information presented on this document was provided by the Seller. Any and all documents pertaining to this business for sale were prepared with direct approval by the seller of said business. Succession Resource Group (SRG) has not audited, reviewed, confirmed, or analyzed any of the financial and/or other information provided to you in this or any other communication. SRG has not verified the information nor does this document claim to be all-inclusive or to contain all the relevant information the recipient may need or desire. SRG makes no assertions and does not prepare any financial or other documents pertaining to any business for sale. SRG does not warrant any information provided to you. All assertions of the seller, all financial information, and all other information pertaining to any business for sale that is contained in this or any other communication from SRG or in any other communication from the seller must be independently confirmed by you as the purchaser, or another competent party hired by you, during your performance of due diligence analysis prior to consummating any purchase of a business for sale and such information is subject to change or withdrawal without notice to you. Such information may also contain honest mistakes. Any decision you make to consummate the purchase of a business that is listed for sale by SRG shall be based solely and entirely on the results of your due diligence analysis of the books and records of the business you are considering purchasing.

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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**

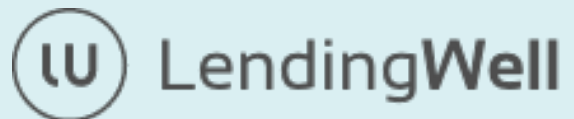


**Tax Strategies**



**Entity Formation**

[Learn More About SRG](#)



LendingWell is an online lender/financing matching tool developed by Succession Resource Group.

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](#)



# SRG

[Succession Resource Group]

## Succession Resource Group

Named as one of the top 100 fastest growing private companies in Oregon by Portland Business Journal in 2017 and 2019 and a WealthManagement.com award-winning succession firm, Succession Resource Group, Inc. works with individual financial advisors and RIAs to help them value, improve, protect, grow, and exit their business on their terms.

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.

