

Buying a Financial Practice

Knowing the Opportunities and Risks

With the advent of financial advisors considering retirement, coupled with the rising trend of advisors valuing their practices, the decision to buy a financial practice can be an enticing means for growth and expansion. The purchase of a financial practice can replace years of prospecting and client acquisition efforts in a relatively short period of time. It can also be the catalyst for an advisor to take on a partner or junior associate early, thus sharing current equity and locking in the succession strategy for both parties. With many broker / dealers and some banks establishing models to help finance the purchase of a financial practice, the concept may seem promising for advisors who want to capture assets, new recurring revenue and client relationships. The challenge that cannot be overlooked, however, is the need for due diligence. This highly informative keynote presentation covers several of the inherent factors and risks that need to be considered to determine if buying a particular practice may be viable and profitable long-term.

You Will Learn the Key Factors and Risks, including:

- *Transition risk and operational considerations*
- *Capital funding and seller negotiation risks*
- *Common legal considerations*
- *Other compliance risks*

Suggested Presentation Time: 60 to 90 minutes

