

**osaic**

# Succession & Acquisition

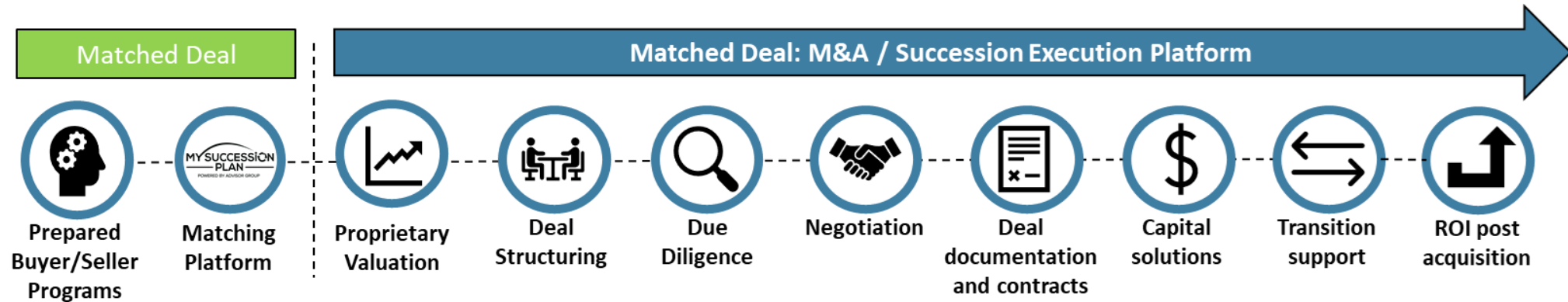
2024

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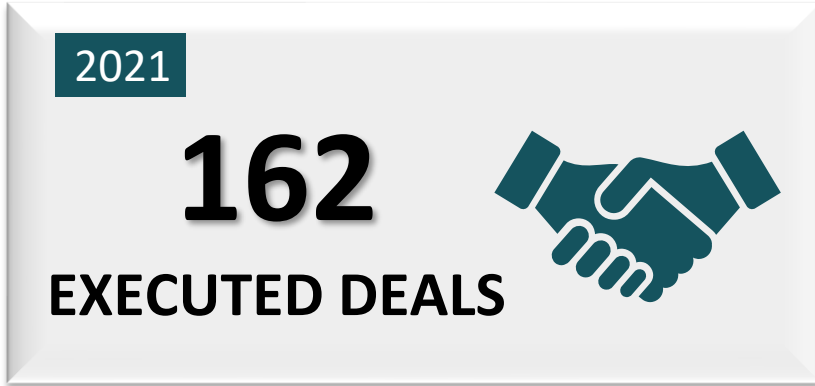
# Osaic Holistic End-to-End M&A/Succession Execution Platform

**OBJECTIVE:** Make it easier for advisors to pursue new growth opportunities or monetize their practice




- Streamlined process with a **single point of contact**
- Reduces friction from navigating multiple touchpoints
- Simplifies and shortens deal execution time
- Less potential for error
- Minimizes execution risk
- Increases acquisition capacity
- Easy access to financing
- No cost

# A RECORD OF SUCCESS




# VALUATION & BENCHMARKING

July 2023


## Valuation Report

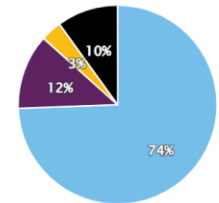
<p style="font-size: 1.2em; font-weight: bold;">\$8,398,628</p> <p><b>Valuation Estimate</b></p> <p>This valuation estimate is based on comparable sales data.</p>	<p style="font-size: 1.2em; font-weight: bold;">\$3,468,085</p> <p><b>Gross Dealer Concession (GDC)</b></p> <p>This is your top line revenue reported as GDC across all lines of business that you have reported in your Valuation Assessment.</p>	<p style="font-size: 1.2em; font-weight: bold;">\$500M</p> <p><b>Total Assets (AUA/AUM)</b></p> <p>This is your total assets reported in your valuation assessment. It includes assets from all lines of revenue, not just assets you manage on a fee based platform, referred to as Assets Under Administration/Assets Under Management.</p>
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At-a-Glance



## Your Profile & KPI's

<b>23</b> Years in Business	<b>2</b> Owners	<b>3</b> Financial Professionals	<b>1</b> Support Staff
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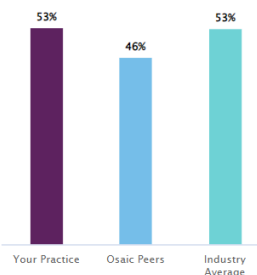
**Revenue Mix**



- Advisory (recurring)
- Trills (recurring)
- First Year Commissions (non-recurring)
- Overrides

Benchmarking



## Operating Expenses: \$1,847,630



In any transaction, a buyer and seller have to determine what expenses will transfer to the buyer and what expenses will not transfer. This is a key piece of information when formulating the price and terms of a succession plan. Typically, the two largest expenses in a small business are (1) staff and (2) office space. These and other expenses may or may not transfer to a buyer in a succession plan. Buyers and sellers should perform an after tax cash flow analysis to project whether it seems to support the price/terms and debt service of their deal. Your Succession & Acquisition Team has a cash flow model for this.

Here we compare your business expenses to similar businesses within the Osaic network. This gives you a benchmark and information you need to create efficiencies in your business to increase your business's value and run a more profitable operation.


Different valuation models will be more/less impacted by operating expenses. In the Valuation Methods section below, we discuss which valuation methods are more/less affected by operating expenses. Regardless of the valuation methodology, operating expenses that transfer to a buyer are likely to influence what an ultimate purchase price will be.

What's Next?



## Prepared Seller Program

Financial Professionals have two long-term priorities: achieving the highest value for their business while finding a successor who is the ideal fit for their clients. Achieving both these priorities simultaneously can be daunting on your own. Now is truly the best time to plan and prepare for a future sale, define your objectives, understand your options and create a plan to accomplish your goals. The Prepared Seller Coaching Program will guide you in preparing your practice for sale to the best fit acquirer for you and your clients.


*Prepared sellers:*




Have clearly defined objectives for the sale of their practice




Understand the levers that maximize the final sale value



Are actively seeking a best-fit acquirer



Have a plan to seamlessly transition the practice



Have multiple options for sale in case a potential buyer falls through

**Contact Us!**

# Engaging both Growers & Sellers Full Year 2022

Osaic Population

**Purpose: Strategic Planning**  
247 Firms

**Purpose: Selling**  
254 Firms

GDC Growth Rate

6.86%

11.36%

1.87%

AUA Growth Rate

-0.59%

16.43%

-12.01%

# Engaging both Growers & Sellers Full Year 2023

Osaic Population

**Purpose: Strategic Planning**  
164 Firms

**Purpose: Selling**  
142 Firms

GDC Growth Rate

4.04%

8.97%

1.85%

AUA Growth Rate

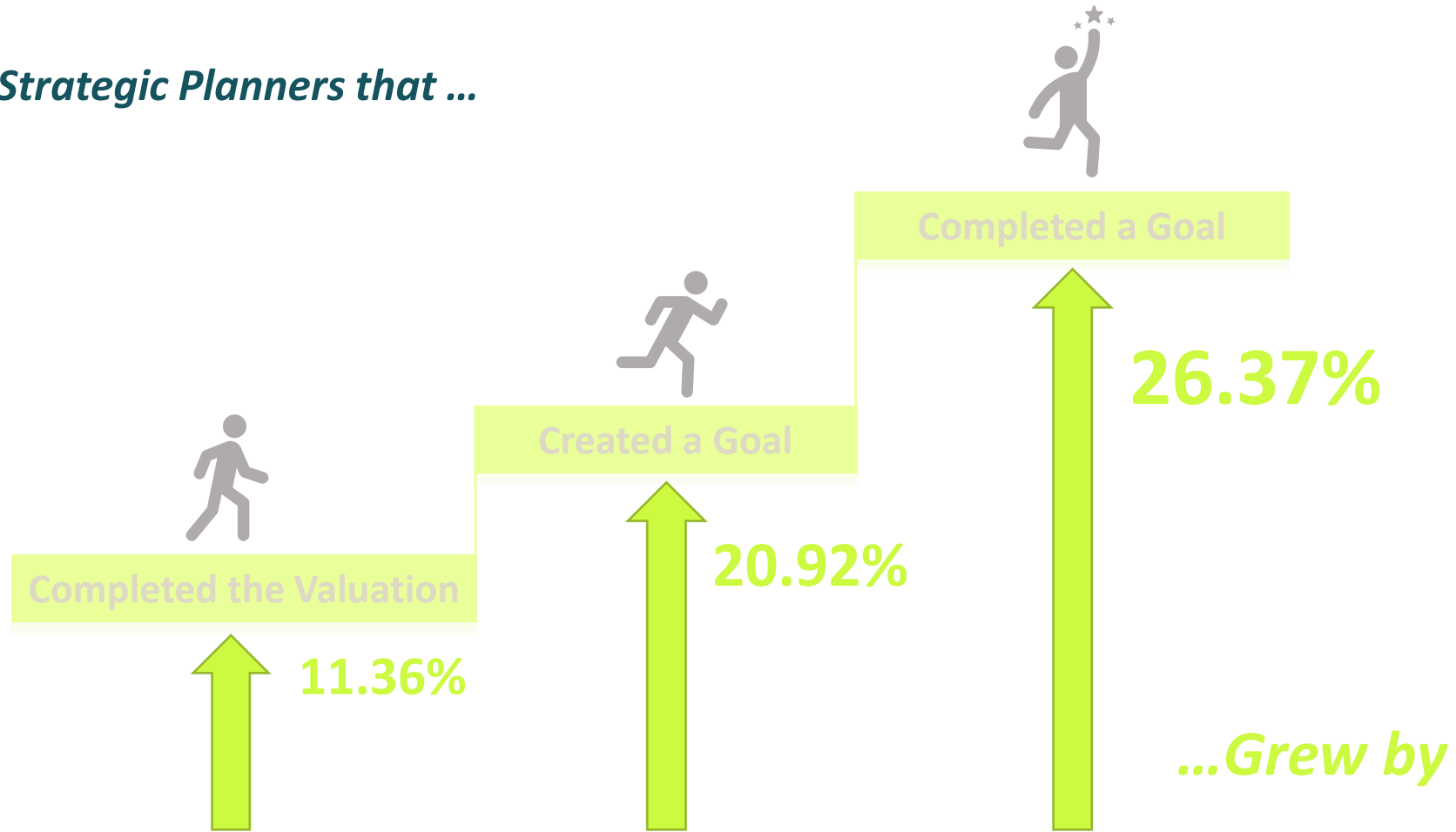
18.69%

21.10%

16.22%

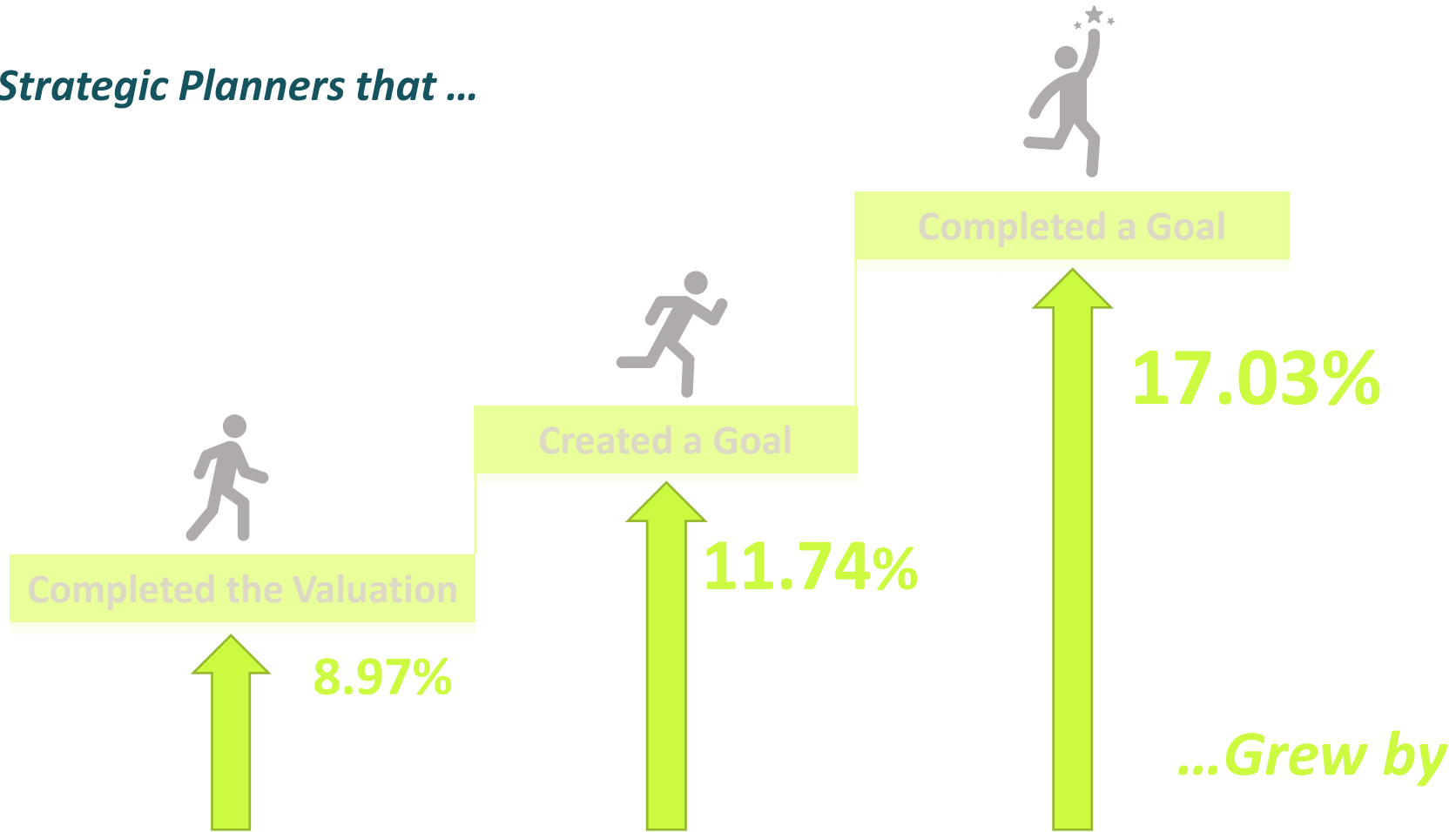
# 2022 - Taking Our Strategic Planners to the Next Level

*Strategic Planners that ...*



# 2023 - Taking Our Strategic Planners to the Next Level

*Strategic Planners that ...*





# What's Next (Homework)



TAKE THE VALUATION  
ASSESSMENT



IDENTIFY AREAS WHERE  
YOU CAN GROW



SET A GOAL



TELL ME YOUR RESULTS

# osaic

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