

Complimentary CoffeeCast from



SEEK and ACQUIRE

The Keys to a Successful Acquisition

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Presented By



fa-mag.com

The Truth About Acquisitions

Opportunities

- Practice growth
- Increased value
- Financial benefit

Challenges

- Hard work
- Relational/emotional strain
- Increased workload
- Difficult to find
- Financial burden



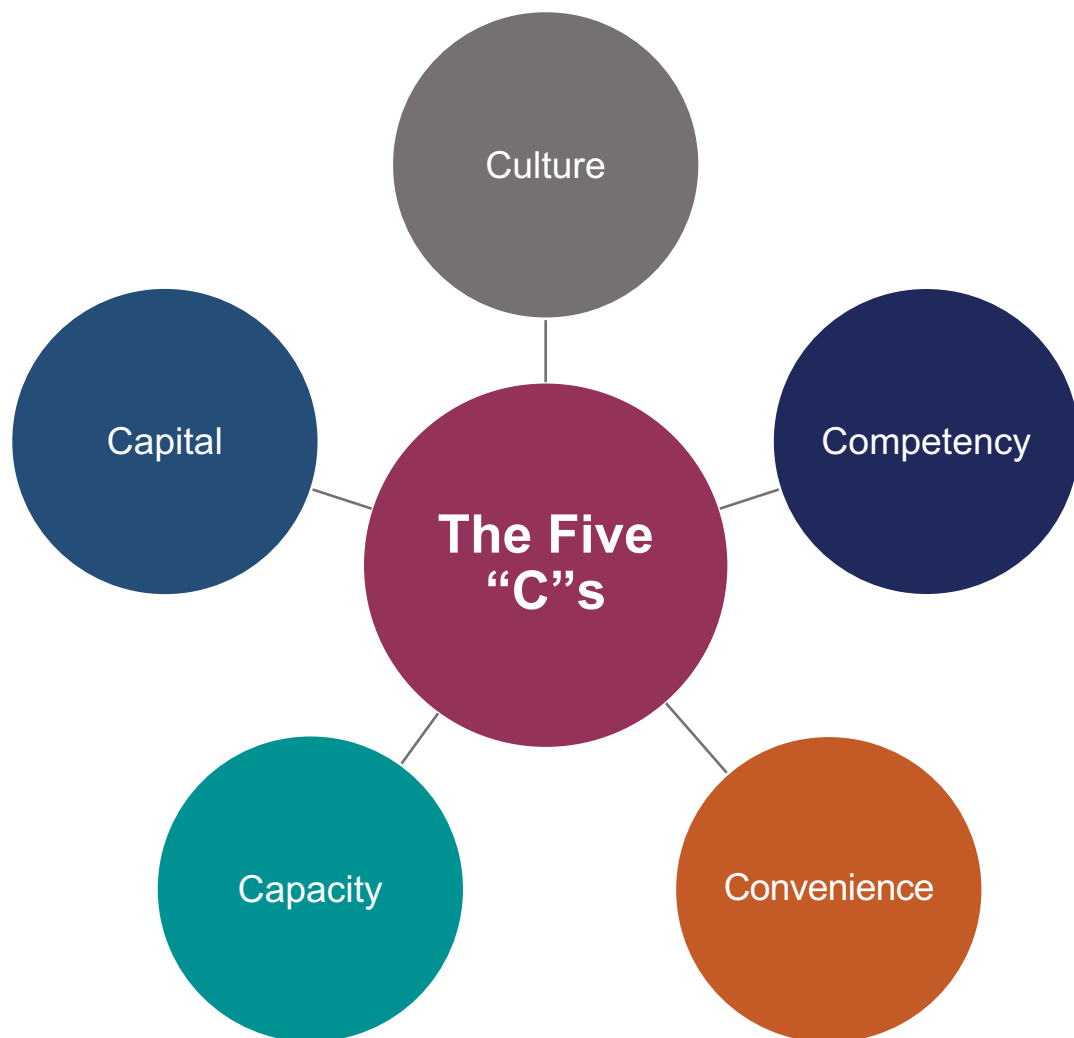
Seek

- Evaluate
- Prepare
- Search
- Identify
- Decide

Acquire

- Engage
- Negotiate
- Close
- Transition
- Repeat

Buyer Qualifications



Culture

- Local
- Background
- Good fit for clients / staff

Capacity

- Workload
- Staffing
- Servicing

Convenience

- Transition
- Relationship transfer

Competence

- Service Model
- Product
- Services

Capital

- Financing
- Cash Flow
- Taxation



Seek: EVALUATE

- Know your practice
 - Value proposition
 - Capacity
 - Practice value
- Understand the process
- Understand the marketplace
- To Buy or Not to Buy

Seek: PREPARE

- **Be intentional!**
- **Assemble a team**
 - Mentor
 - Business consultant
 - Valuation specialist
 - Legal advisor
 - Tax advisor
 - Transaction advisor
- **Define *your* ideal practice**
- **Secure financing**
- **Create a buyer profile**

Seek: SEARCH

- Creating conversation through networking
- Continuity partner
- Third-party resources



Seek: IDENTIFY

Discuss Expectations

- Goals
- Time until transition
- Client service
- Payment structure
- Staff and location
- Deal killers



Seek: DECIDE

Decision Time!



Acquire: WHAT'S NEXT?

- Engage
- Negotiate
- Close
- Transition
- Repeat



Next Level Coaching Program



Want More Information?

Prepared Buyer Guide

- Available for download in webcast resources

Additional Resources

- PracticeBuilderTools.com
- Full library of tools and resources to help you grow your branch and gain greater efficiency

Contact Us

- Call Securities America to learn more about the continuity, succession and acquisition programs we offer
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