

A photograph of two women sitting at a table in a meeting room, engaged in conversation. The woman on the left is older with short grey hair, wearing a white shirt. The woman on the right is younger with long blonde hair, wearing a grey blazer over a teal top. They are both looking towards each other. The background is a blurred office setting.

Raymond James Succession Planning & Acquisitions

Protecting your practice and your interests with proactive, tailored planning.

Raymond James Succession Planning & Acquisitions is a team of specialized consultants dedicated to providing strategic, individualized succession and acquisition support – support designed to preserve the longevity of a practice while facilitating its growth.

Services include:

LONG-TERM SUCCESSION PLANNING

Whether you are adding a team member for future succession, merging with an existing practice or seeking a yet-to-be-identified successor, we can help you develop a long-term strategy and ensure a successful transition.

Our succession consultants will:

- Ensure you know all of your options to construct a long-term succession strategy: internal succession, merger or an outright sale
- Assist with understanding the value of your practice and enhance your understanding of the financial practice marketplace
- Structure the deal to ensure qualitative and quantitative factors are considered
- Collaborate with your accountants and attorneys to ensure that the legal and tax implications of buying or selling a practice are understood

These are critical issues in succession planning – and we are with you every step of the way, as you plan and implement your practice's future advancements.

BUSINESS CONTINUITY PLANNING

Succession planning is vital for all advisors, not just those considering retirement. In order to protect your business, clients and family, you need a written business continuity agreement that addresses death and the prospect of permanent disability in accordance with FINRA regulations.

Our succession consultants will help you develop your best possible business continuity strategy, working to help structure the terms of your catastrophic agreement and to ensure you have an appropriate long- or short-term successor who shares your professional style and personal values.

PRACTICE BENCHMARKING

After years of supporting advisors through this process, we understand their desire to grow and also to deconstruct the competitive environment. That's why we offer assistance to business owners who want to maximize value within their practices. We can help you establish meaningful benchmarks, define a solid strategy, and achieve measurable results.

Our succession consultants support you throughout the entire process, offering relevant and timely assistance with:

- Negotiations
- Deal structures
- Regulatory advice
- Operational and platform issues
- And more

We make every effort to help you successfully navigate an ever-changing market and to help you feel more confident knowing you've answered the big questions.

PRACTICE ACQUISITIONS

Succession Planning & Acquisitions offers professional guidance and financial assistance to qualified practice owners who want to grow revenues by acquiring quality investment practices in their local markets. Each acquisition is reviewed on an individual basis, and, if you qualify, we may be able to offer financing for a portion of the acquisition price.

With a wide range of issues to consider, developing the right acquisition strategy presents the biggest challenge for many

practice owners. To meet that challenge, our experienced team can help you:

- Market to prospective sellers
- Consult as to fit between buyer and seller and determine a fair valuation of the practice under consideration
- Determine a fair valuation of the practice under consideration
- Provide support with structuring the transaction so that both parties understand benefits and risks of the transaction

Whether offering consulting on how to negotiate deals, performing due diligence or assisting with agreements, we work closely with you in an effort to maximize your probability of success.

Whether you're looking to expand your business or make a plan for its distant future, Raymond James Succession Planning & Acquisitions is here to help you answer critical questions and make your next step a success.

THE BENEFITS OF SUCCESSION PLANNING

- ▶ Builds long-term business value that can be more readily realized through internal or external sale
- ▶ Expands your options and lowers the probability of finding yourself forced to accept a less favorable arrangement
- ▶ Improves the long-term stability of your business and builds reliability with clients and prospects
- ▶ Provides protection for your practice and family in case of your untimely death or disability
- ▶ Empowers your selection of a suitable successor for your clients and practice
- ▶ Inspires confidence in your practice by planning for your clients' financial well-being and the future of your business
- ▶ Creates opportunities for your staff and assists your associates in developing their career paths

RAYMOND JAMES®

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