



PLANNING FOR THE FUTURE OF YOUR PRACTICE

Personalized retirement, business and risk management planning for advisors
from Succession & Acquisition Planning

RAYMOND JAMES

You know the value of
an experienced advocate.

We're here to be yours.

We pride ourselves on helping advisors take advantage of the opportunities they've created and protect the legacy of their work. These are complex decisions about your clients, your career, your legacy, your business and all of the lives you have touched. We offer the tools and guidance to organize the information and work through the details.

When you're ready, we'll be there as your stalwart partner.



Get started. Make the most of your business with succession planning – contact us today.

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Advisors' success is our incentive

Raymond James respects advisor book ownership. This means we offer flexibility from an advisor's first day through the completion of a succession plan of their design. Succession & Acquisition Planning makes sure that commitment is met with the proper follow-through, giving advisors the tools and guidance necessary to get a fair deal – whether they're structuring an exit, buying or selling a book of business, or preparing for the unexpected.

OPTIONS FOR RETIREMENT AND BUSINESS SUCCESSION

Despite all of the clients Raymond James financial advisors ably steer toward retirement, turning their insights inward can often prove difficult. One reason is that advisors know their practices are more than just businesses, but vibrant hubs for important, lifelong relationships. Second, no two advisors – as with their clients – want the same thing from retirement. Getting it right takes personalized planning tailored to their goals, needs and circumstances.



Practice Exchange

COMPLETE COUNSEL

Succession & Acquisition Planning provides consulting services up to, during and after the signing of a purchase agreement, including:

- Practice valuation
- Deal structure options with varying levels of continuing involvement
- Resources for team building and talent development toward succession
- Retirement coaching and long-term retirement and exit planning
- Collaboration with your tax professionals and other business service providers
- Buyer and seller suitability matching
- Cash flow modeling
- Documentation assistance and review
- Practice Exchange resources and its community

TEAM PARTNERSHIP AND PLANNING

There can be many advantages to creating a team with one or more other advisors, either under a formal business arrangement or as an informal marketing-only agreement. Succession & Acquisition Planning consultants help advisors navigate these decisions with advisor matching, practice management resources and guidance for structuring the relationships. Practice Exchange, a hub for our services and a community of advisors, can help you find suitable partners.

INSIGHT INTO GROWTH OPPORTUNITIES

Practice acquisition is an important growth strategy advisors at every stage of their careers may find suitable to their long-term business plans. Prior to any purchase, our consultants can help buyers – and browsers – discover opportunities, set forward-looking goals and understand the risks associated with integrating a group of new clients into a practice.

With a variety of strategies based on the timelines, limitations and needs of both parties, we help advisors on both sides of the deal work toward a successful, enduring outcome for their clients and their businesses.

DISCOVERY AND DILIGENCE

Succession & Acquisition Planning is about more than brokering fair deals, but about providing support before, during and after any acquisition. This support includes:

- Rigorous due diligence and guidance about pertinent questions to ask while assessing fit
- Estimated book of business valuations
- Deal structuring
- Financing
- Risk assessment guidance
- Regulatory guidance
- Education about best practices and successful client transition
- Access to Practice Exchange resources and its community

PROTECTING WHAT'S MOST IMPORTANT

Planning for catastrophe is a critical, if unpleasant, aspect of risk management – a contingency against an uncertain world. Having a catastrophic plan on file can help protect an advisor's family and long-term interests if they are no longer able to work. Creating a thriving practice is the result of a lot of talent and hard work – without a plan in place, the benefits of that work are at risk.



WHY A CATASTROPHIC PLAN IS ESSENTIAL

To protect your and your loved ones' interests under FINRA's Continuing Commissions Policy, it's critical to have a signed and executable catastrophic plan contract on file. Otherwise, ongoing and one-time payments to you, your estate and your heirs will be severely limited. We can help you navigate these matters to help preserve the value of your work.





PRACTICE EXCHANGE

Connect with Succession & Acquisition Planning resources

Practice Exchange is more than a marketplace, it's the hub of all Succession & Acquisition Planning resources, widgets and tools, and a community of advisors helping one another with their most important business decisions.



Practice value estimator



**Matching for buyers, sellers and
catastrophic plan partners**



**Succession plan and catastrophic
plan storage**



**Document review and due
diligence tools**



Educational resources



Purpose-built calculators

RAYMOND JAMES®

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