Adviser Succession planning service

Vendor - summary

|  |
| --- |
| **Vendor Profile** |
| Contact Details |
| Firm name |  |
| Firm Address |  |
| Contact name |  |
| Contact telephone number |  |
| Contact email |  |
| Company Details |
| Company structure (LTD/LLP/Sole Trader) |  |
| List all shareholders & percentage owned |  |
| Number of RIs & qualifications |  |
| Number of support staff & roles |  |
| Type of business and Permissions  |  |
| Directly authorised/network |  |
| Premises (rented/owned) |  |
| Existing Borrowing |  |
| Company Financials |
| Financial year | 20\_\_ | 20\_\_ | 20\_\_ |
| Turnover  |  |  |  |
| Profit |  |  |  |
| % Split between one off/repeatable |  |  |  |
| Service Proposition/Investment Ethos |
| Total funds under management |  |
|  |  |
| Platforms used  |  |
| Total assets with each platform (%) |  |
| Discretionary Investment Managers used  |  |
| Active/Passive  |  |
| Charging structure |  |
| Ongoing service provided |  |
| Service segmentation |  |
| 3rd Party systems used |  |
| DB transfers/Unregulated investments |  |
| Client Profile |
| Number of clients/households |  |
| Geographical location of clients |  |
| Average portfolio/household value |  |

|  |
| --- |
| Age Segmentation (%) |
| 0-24 |  |
| 25-44 |  |
| 45-64 |  |
| 65-79 |  |
| 80+ |  |
| Split by wrapper (%) |
| GIA |  |
| ISA |  |
| Pension |  |
| Bond (On & Offshore) |  |
| Mortgage |  |
| Protection |  |
| Expectations post sale |
| Reason for sale |  |
| Desired handover period |  |
| Retention of any staff required  |  |
| Share or Asset sale preferred |  |
| Any preferred requirements on purchaser |  |

Please include any further detail below that you feel would be helpful to a prospective buyer:

*Suggested text:*

**Re:  Adviser Asset Management Co**

Adviser Asset Management is a regional wealth management firm based in Anytown. We are independent and an accredited Chartered Financial Planning firm. The firm has discretionary investment permissions.

Our assets are split across a number of platforms Transact being the largest, followed by X, Y, and Z.

We currently have contractual recurring income in excess of ££ per annum and by the end of 20XX anticipate having in excess of £ million under management. Our client base consists of professional and retired clientele and we have approximately nnn active clients. The clients are concentrated geographically in the ABC area(s) and approximately n% are in de-accumulation.

The firm currently has X Advisers supported by nn staff. This will be nn by the end of 20YY with planned retirement/recruitment/redundancy. The equity (in holding company) is held by MR/MRS of whom MR/MRS are Directors of the firm. There will be n staff remaining who will be…

We have grown the business organically adding approximately £ million under management each year. This has been driven by introductions from existing clients and professional contacts. We have been in a position for a number of years to streamline our processes whilst looking for the right opportunity to sell/merge.

Our ideal sale/merger would be an advisory firm that has the majority of their assets on the Transact platform, based in the xxxxx area.

We would prefer a nn% upfront payment and would be happy to continue working in a new firm for up to (n) years.

Our accounts to DD MM YYYY are attached/available on request.

Transact" is operated by Integrated Financial Arrangements Ltd, 29 Clement's Lane, London, EC4N 7AE
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