

# Adviser succession planning service

Vendor – summary

Adviser use only

## 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	
3 <sup>rd</sup> 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 ABC. 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 20YY 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 XX 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 ABCD 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 | Tel: (020) 7608 4900 | Email: [info@transact-online.co.uk](mailto:info@transact-online.co.uk) | Web: [www.transact-online.co.uk](http://www.transact-online.co.uk) | (Registered office: as above; Registered in England and Wales under number: 3727592) Authorised and regulated by the Financial Conduct Authority (entered on the Financial Services Register under number: 190856)