FP TRANSITIONS®

LISTING 20-280

LOCATION	REVENUE	ASKING
Los Angeles Area, CA	$695,780	$612,000

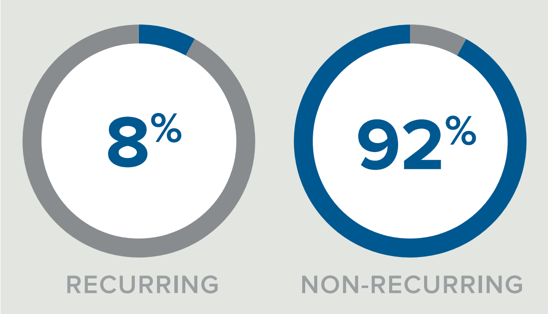
This insurance and wealth management practice located in the Los Angeles area of California focuses on retirement income strategies using a variety of investment and insurance products customized to the needs and objectives of its 230 client households. The firm, which has been established for over 10 years, maintains a strong educational emphasis and prioritizes its values of trust and integrity to establish long-term client relationships. The firm primarily advises clients approaching retirement and those already retired with income planning, asset management, legacy planning, and long-term care.

Current wealth management clients are accustomed to meeting in person twice yearly, while insurance clients are primarily served in person for annual reviews. The seller typically holds monthly seminars and would be willing to continue educational events during the transition period. The seller is also affiliated with a national financial education non-profit which generates leads for future business.

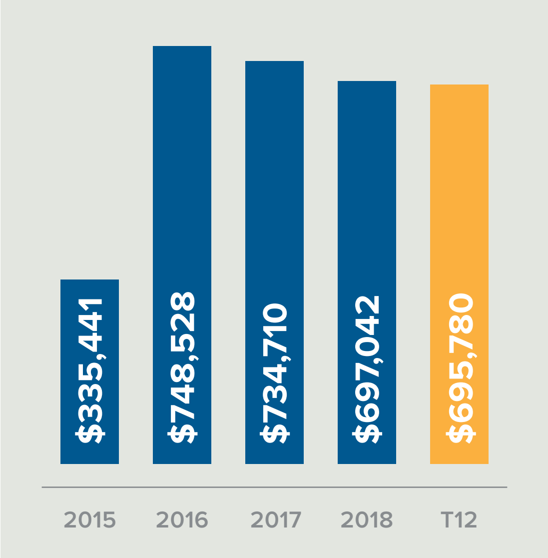
With both office space and employees in place, this business presents a turn-key acquisition opportunity for a buyer looking to establish a presence in the growing Inland Empire region of Los Angeles. The office lease currently extends through July of 2020 and is available for a long-term or month-to-month lease beginning in August of 2020. The seller seeks a buyer interested in maintaining a presence in the Los Angeles metropolitan area, due to the location of existing clients and the lucrative potential for new business in the local market. Two employees are interested in remaining with and supporting the buyer post-closing.

The seller prefers a buyer with a Certified Financial Planner® on staff.

REVENUE



HISTORICAL REVENUE



PRACTICE INFORMATION

Assets Under Advisory	$4,415,000
Assets Under Management	$72,311,179
Households	230
Form of Ownership	S Corp
Total Number of Employees	2

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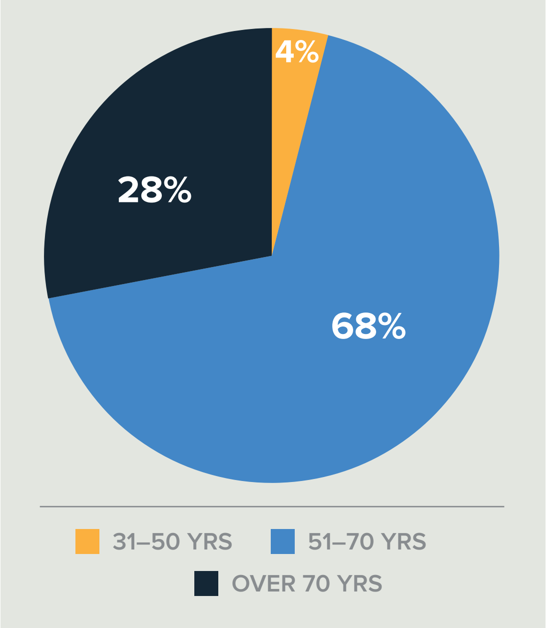
SELLER INFORMATION

Licenses	65
Designations	ChFC, CLU, MBA, LUTCF, RICP
Education	Master’s Degree
Years in Business	11
Years in Industry	34
Seller’s Age Range	41–72
Insurance Lines Carried	Life, Health, LTC

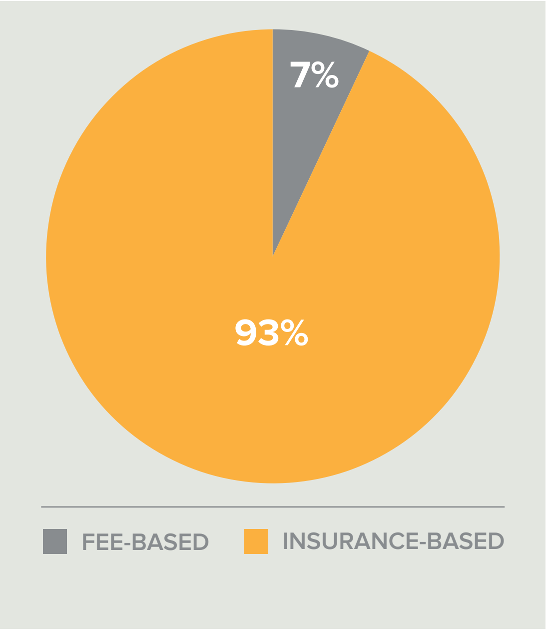
SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	$49,715	
INSURANCE-BASED		
Term Life	$4,992	
Long-Term Care		$15,342
Fixed Annuities		$596,247
Other		$29,484
TOTALS		
	$54,707	**$641,073**

CLIENT DEMOGRAPHICS



REVENUE SOURCES



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