



FP EQUITY MANAGEMENT SYSTEM

FREQUENTLY ASKED QUESTIONS - EMS

What are the core deliverables?

There are many resources available to you as a member and more are being added regularly, but there are three core deliverables every member should take advantage of:

- *Annual Valuations — Build a library of data that tracks your value year after year;*
- *Benchmarking Analysis — Identify key value drivers and increase your firm's value through informed management of your equity;*
- *Death or Disability Planning — Protect your business's value in case of your death or disability.*

How do I use my membership?

Visit membership.fptransitions.com and log in. EMS provides access to your equity management resources whenever you need them, either directly through the website or by contacting an EMS Coach (ems@fptransitions.com). After logging in, you'll find the resources are grouped by category and include Valuation & Benchmarking, Death & Disability Planning, Employment Resources, and more. You will also receive email updates and invitations every month from your EMS Coaches, so watch your inbox.

Where do I begin?

Have your business valued. As a member, you have access to annual valuations of your practice to help you build a business with enduring and transferable value. To get started, download the valuation questionnaire by logging in to membership.fptransitions.com, and downloading from the Featured Resources area. Alternatively, call your EMS Coach at 800.934.3303, ext. 2042.

What do I do after the Valuation is complete?

Within 90 days of receiving your valuation, you will also receive your detailed Benchmarking Analysis automatically. After reviewing your valuation and the benchmarking information, make sure you have a Death & Disability Plan in place. To get started on creating or updating your Death & Disability Plan, login to the member's area and visit the Death & Disability page.

What if I need something that I can't find (or don't have time to look for it)?

Contact your EMS Coaches. We can help you quickly navigate to the resource you are looking for. If you need something that is not currently offered, we will either add it to our list of upcoming resources, or, if it falls outside the scope of the Equity Management System, we'll let you know what other consulting options are available to you to help you solve the problem.

I just need to talk to someone — is consulting included in my membership?

Each project includes 30 minutes of consulting with an expert. With the background information provided by your EMS Coaches prior to your consulting call, we will be able to recommend the right solution for your business, or let you know if you need something customized for your unique situation. We will always take your call.

What is the fastest way to complete my project?

If you'd like assistance completing a project, or just need something customized, consulting support is always available, and at a reduced cost to EMS members. Our Basic Consulting package is perfect when your project needs extra attention or minor tailoring. If you want a "turn-key" solution, comprehensive consulting packages are best for more involved projects like an acquisition or setting up a new corporation.

How is the service billed?

For sponsored programs (provided by your B/D or Custodian for example), the low monthly fee is either paid for by your sponsor or billed through your commission statement. This allows for maximum cost saving to be passed on to you. If you are not part of a sponsored program, FP Transitions will set up recurring billing profile using the debit or credit card of your choice.

Is the Equity Management System my succession plan?

No, but it can help you formulate a plan. The scope and nature of each succession plan is unique, and, depending on the size and type of business you're building, our consultants will need to focus an appropriate amount of hands-on time to developing a step-by-step plan that fits your business, your budget and your retirement plans. EMS includes the tools you will need as you consider your options and implement a basic succession plan. As a member of the EMS program, our succession planning experts are available to discuss your long term objectives in order to identify the best succession strategy for your practice.

