



LOCATION
Bay Area, CA

REVENUE
\$667,000

ASKING
\$990,000

This San Francisco Bay Area IAR/RR is focused on helping each of its 620 households plan for retirement by providing solutions tailored to each client’s needs. Trailing 12 months’ revenue for this practice is approximately \$667,000, of which \$195,000 is recurring revenue from managing approximately \$23 million in assets for 105 households, \$132,000 from mutual fund and annuity commissions, and \$310,000 from insurance. With over 20 years in business and a well-established client base, this practice presents an opportunity for a firm or advisor seeking to expand or establish a presence in the Bay Area. The seller’s turn-key office space is available for lease.

The ideal buyer for this practice would be a well-established firm or advisor that can provide the clients with the personalized guidance and service that they have each come to expect. The buyer must be familiar with 403(b) plans and insurance licensed.

PRACTICE INFORMATION

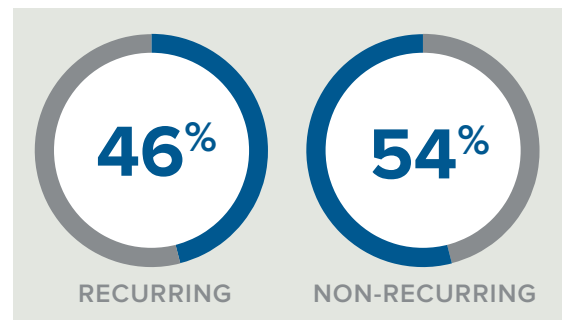
Assets Under Advisory	\$22,000,000
Assets Under Management	\$152,000,000
Households	620
Form of Ownership	Sole Proprietor
Total Number of Employees	1
Billing Management Software	QuickBooks®

INQUIRE NOW

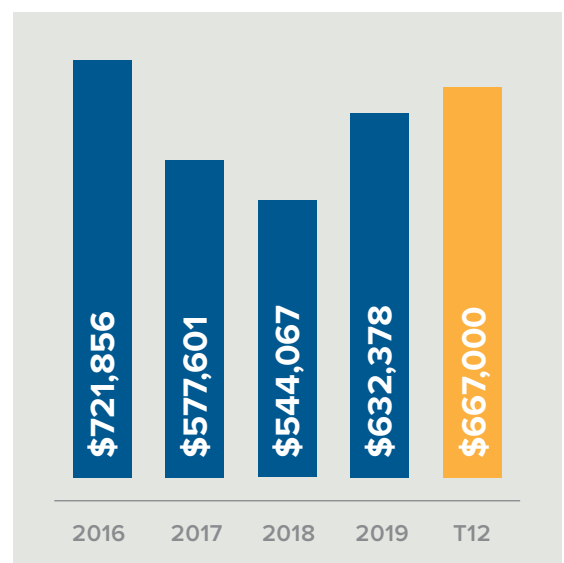
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REVENUE



HISTORICAL REVENUE





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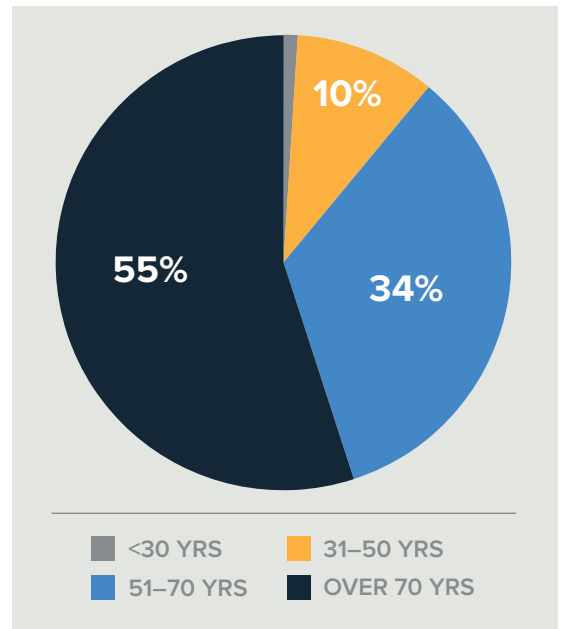
SELLER INFORMATION

Licenses	6, 7, 26, 63
Education	Master's Degree
Years in Business	20
Years in Industry	33
Seller's Age Range	60-70
Insurance Lines Carried	Life, Health, Disability, LTC
Currently licensed?	Yes

SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	\$195,000	
SECURITIES-BASED		
Mutual Funds	\$35,000	\$87,000
Variable Annuities	\$10,000	
INSURANCE-BASED		
Long-Term Care	\$3,000	
Fixed Annuities	\$62,000	\$275,000
TOTALS		
	\$305,000	\$362,000

CLIENT DEMOGRAPHICS



REVENUE SOURCES

