



LOCATION
Marin County, California

REVENUE
\$211,099

ASKING
\$500,000

This boutique RIA practice located in Marin County, California prides itself on providing clients with a “one-stop shop” for their financial advisory needs. The annual gross revenue for this practice is just over \$211,000, of which approximately \$153,000 is from fees on approximately \$13 million in assets under advisory with the remaining revenue generated from tax preparation/planning and insurance products, including long-term care and fixed annuities. Most of the practice’s 36 clients are located in the San Francisco area.

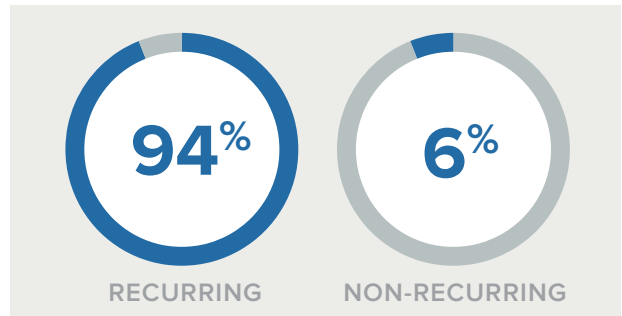
The preferred buyer would be a well-established hybrid RIA that provides a similar full-service experience for its clients and is willing to assume or buy-out the seller’s current office space lease (approx. \$1,000 a month). The seller also prefers a buyer that has on staff a Certified Financial Planner®, a person licensed to sell insurance products, and a tax planning professional.

Price: \$500,000 **Terms: Minimum of 30% down with the balance seller financed.**

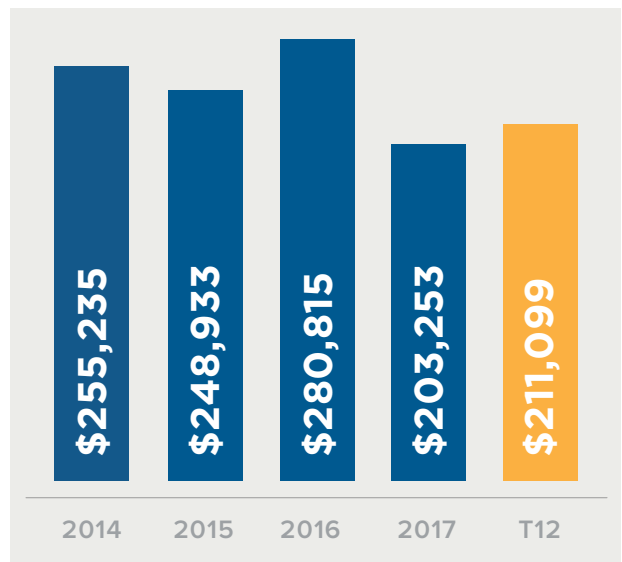
PRACTICE INFORMATION

Assets Under Management	\$16,461,329
Assets Under Advisory	\$13,334,908
Form of Ownership	S Corp
Total # of Employees	1
<i>Unlicensed Employees</i>	1
Billing Management Software	Quickbooks
Number of Branch Offices	1
Errors & Omission Insurance?	Yes
% of Overhead / Expenses	39%

REVENUE



GROSS REVENUE



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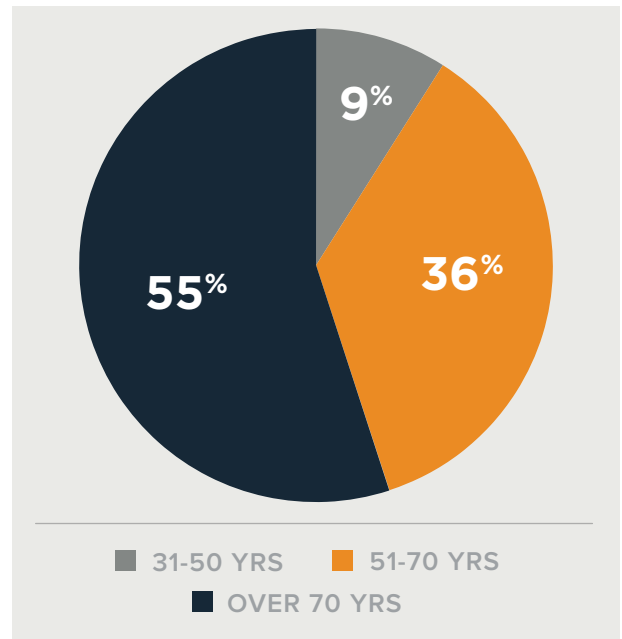
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SELLER INFORMATION

Licenses	24, 65
Education	Bachelor's Degree
Years in Business	34
Years in Industry	34
Seller's Age Range	65-75
Insurance Lines Carried	Life, Health, LTC
Currently Licensed?	Yes

CLIENT DEMOGRAPHICS



SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	\$153,850	
HOURLY-BASED		
Other	\$32,500	
INSURANCE-BASED		
Long Term Care	\$4,384	
Fixed Annuities	\$8,297	\$12,068
TOTALS		
	\$199,031	\$12,068

REVENUE SOURCES

