



LOCATION

Central California Coast

REVENUE

\$358,000

ASKING

\$775,000

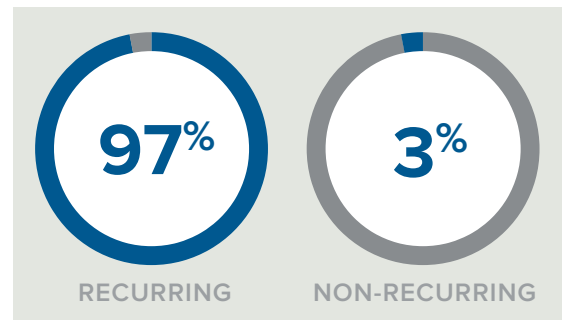
This RR practice, based in California’s Central Coast, was started over 37 years ago and has an extremely loyal client base, with an average client tenure of 20 years. The practice’s current annual revenue is \$358,000, 53% from mutual funds and 47% from annuities. Clients are accustomed to receiving advisory services via traditional, in-office meetings.

The preferred buyer would be a well-established, full-service firm with expertise in converting mutual funds into fee-based assets. The owner would prefer a buyer with a local presence, given most clients are accustomed to in-office meetings, although not required as long as the buyer is willing to frequently meet in person with clients in the area. Office space is available; however, a potential buyer would not be required to maintain the seller’s current location. One non-licensed staff member would like to remain in place post sale.

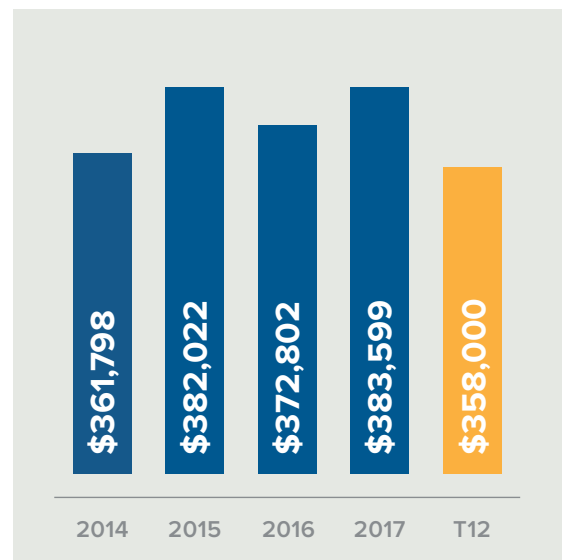
PRACTICE INFORMATION

Total Assets Under Advisory	\$47,000,000
Form of Ownership	Sole Proprietorship
Total Number of Employees	1
<i>Licensed Employees</i>	0
Billing Management Software	None
Number of Branch Offices	1
Errors & Omissions Insurance?	Yes
% of Overhead/Expenses	23%

REVENUE



HISTORICAL REVENUE



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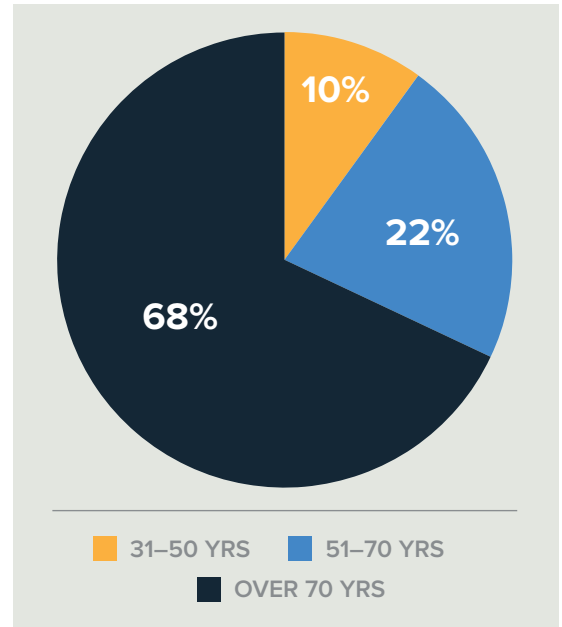
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\$358,000

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SELLER INFORMATION

Licenses	7, 24
Designations	CFP
Education	Graduate School
Years in Business	37
Years in Industry	42
Seller's Age Range	70-80
Insurance Lines Carried	Life, Health, Disability, LTC, P&C
Currently Licensed?	Yes

CLIENT DEMOGRAPHICS



SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
<b>SECURITIES-BASED</b>		
Mutual Funds	\$180,090	\$10,430
Variable Annuities	\$158,620	
<b>INSURANCE-BASED</b>		
Fixed Annuities	\$8,500	\$360
<b>TOTALS</b>		
	<b>\$347,210</b>	<b>\$10,790</b>

REVENUE SOURCES

