

# Seller Listing: MD-2100

2021 Succession Resource Group M&A Alert



## Maryland Fee-Only RIA

**\$464,875**

REVENUE

(as of December 31, 2020)

**\$86.5 Million**

AUM

**100%**

RECURRING REVENUE

## Next Steps

**Submit Your Buyer Profile**

OR

Already submitted your buyer profile?  
**Indicate Your Interest**

This is an opportunity to acquire a streamlined, fee-only RIA, in Southwestern Maryland that has grown steadily over the years. The company has only 59 loyal, high net worth clients. Most of the clients are local and have been with the firm for almost a decade.

The owner is looking for a multi-partner firm that is diverse, transparent, client-focused, and offers various services, including financial planning.



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## Seller Info



1

Owner(s)



Owner License(s):  
65



Owner Designations:  
CFP, CFA, MBA



20

Years in Business

## Team Info



1

Licensed Employees



Employee Licenses:  
65



Employee Designations:  
CFA



0

Unlicensed Employees

## Company Info



Broker-Dealer:  
None



Custodians:  
Fidelity, TIAA-CREF



TAMPs:  
None



59

Households



62

Average Client Age



73%

Local Clients



33

Households with  
1M+ in AUM



8.5

Years Avg  
Client Tenure



Multi-Generational Planning:  
Yes



Key Method for Client Acquisition:  
Word of Mouth, Client Referrals,  
Centers of Influence

## Revenue

Upon seller's approval, additional detail will be provided for the subject practice to ensure proper due diligence can be conducted.



**100% Recurring Revenue**

## Historical Revenue 2014-2020



## Revenue Breakdown



**\$464,875**  
REVENUE  
(as of 12/31/20)



## Other Revenue Details



### Billing Cycle:

In Arrears, Quarterly  
Based on prior quarter ending AUM



### Management of AUM:

Discretionary (100.0%)  
Non-Discretionary (0.0%)



### Family Accounts:

3 family accounts being charged 0.0%  
1 client account being charged 0.0%



### Fee Structure:

Managed Accounts: 0.40% - 1.00%  
Financial Plans: \$0 - \$5,500

### Other Notes Regarding Fees

Clients' AUM are consolidated at a household level prior to applying the fee schedule.

# Expense Breakdown



**Total Overhead:**  
**\$200,655**

**% of Revenue:**  
**43.2%**



**Employee Compensation - Licensed:**  
**\$102,825**

**Employee Compensation - Admin:**  
**\$0**

**1099 Contractor Compensation:**  
**\$0**



**Advertising & Marketing:**  
**\$90**



**Dues /Subscriptions**  
**\$2,740**



**Insurance:**  
**\$3,195**



**Meals & Entertainment:**  
**\$0**



**Other Expenses:**  
**\$2,420**



**Referral Fees:**  
**\$0**



**Software Costs:**  
**\$23,125**



**Utilities (see notes):**  
**\$0**



**Employee Benefits:**  
**\$0**



**Employee Only Payroll Taxes:**  
**\$7,955**



**Annual Lease/Rent: (see notes)**  
**\$36,845**



**Continuing Education:**  
**\$285**



**Licensing Cost:**  
**\$1,330**



**Office Supplies:**  
**\$295**



**Professional Services:**  
**\$19,550**



**Repairs & Maintenance:**  
**\$0**



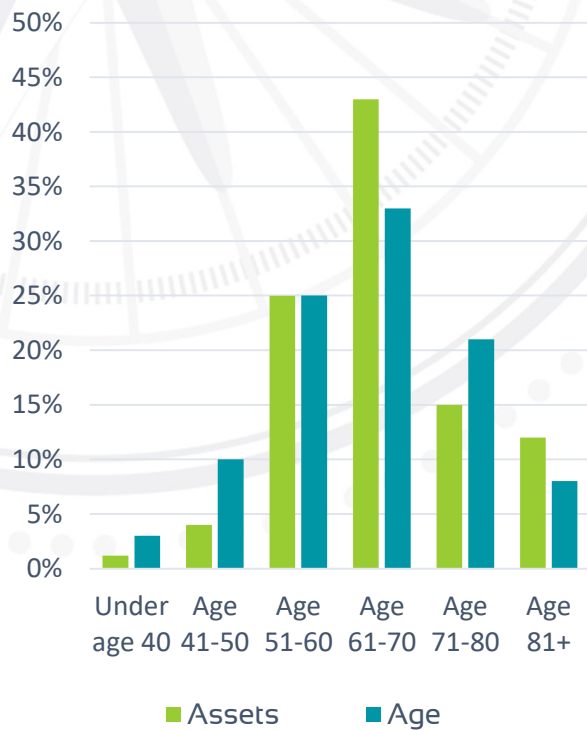
**Travel: Normalized**  
**\$0**

## Other Notes Regarding Expense








Office is currently located at an Executive Office Suite, which includes utilities.

Professional services include virtual administrative assistant and compliance










## Client Demographics



## Technology Use

-  **CRM:**  
Junxure
-  **Financial Planning:**  
MoneyGuidePro
-  **Portfolio Rebalancing:**  
TRX
-  **Document Management:**  
Online File Manager
-  **Account Aggregation:**  
YODLEE
-  **Other:**  
Advent AxyS, Ntiva Server,  
Morningstar Advisor Workstation
-  **Accounting:**  
QuickBooks

## Communication Methods

-  **Newsletter**
-  **Phone Calls**
-  **Occasion Cards**
-  **Social Media**
-  **Other**
-  **Face-to-Face Meetings**
-  **Emails**
-  **Video Conference**
-  **Client Events**

■ Methods used are marked green.

## Meeting Frequency

100%  
of meetings are held  
at the office



**Meetings:**  
Approx. 0.91 meetings per week

## Buyer Requirements



**Buyer Credentials:**  
Fee-Only Advisor



**Designations:**  
CFP or CFA, preferred



**Custodian:**  
Fidelity, Required



**Location:**  
Willing to be local

## Annual Retained Expenses

Employees

\$102,825

Licensed: 1  
Unlicensed: 0

## Price & Terms



**\$1,500,000**

Asking Price



**70%**  
Cash Down



**30%**  
Escrow



**September 2021**  
Anticipated Close Date

### Transition

Consulting Timeline

6 Months

Rainmaking Clause

Yes



## Next Steps

Interested? Submit your buyer profile.

[Click to Submit](#)

OR

Already submitted your buyer profile?

[Indicate Your Interest Here](#)

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# Resources & Solutions

## Buyer Program

A passive no-cost program designed to help you acquire financial service practices and stay informed of opportunities in your selected areas.

[Download Info Sheet](#)

[Submit Buyer Profile](#)



**Hourly  
Support**



**Valuation**



**Offer  
Letter**



**Deal  
Sourcing**



**Purchase  
Agreements**



**Deal  
Structuring**

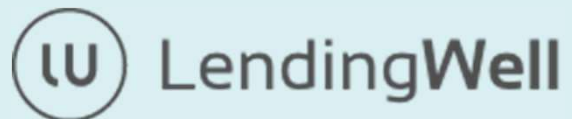


**Tax  
Strategies**



**Entity  
Formation**

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LendingWell was designed specifically for advisors to assist with finding the optimal lender(s) for your financing needs. Each lender has unique requirements, loan terms, and "credit box." Answer a few simple questions to evaluate your eligibility and find lenders who ideally matched for your type of financing needs. Once matched, you can connect with lenders.

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