

Dialogue Box

Works with a family enterprise business owners, he has FEA and CFP designations, and provides very customized wealth management services focused on the 5 major areas of concern; effectively managing their wealth, mitigating taxes, protecting their wealth, effectively transferring their wealth and giving to charity. The seller uses a very focused and proven process through his affiliation with the CEG consulting group. As part of his process, he developed a strategic relationship with a local CPA firm specializing in family enterprises and a lawyer who does the same. He is also closely aligned with the local Entrepreneur Organization with an exclusive sponsorship. He has heavily invested in refining his process in 2021 and has been working on implementation in 2022 and beyond. He strongly believes in the potential of this process and the resulting growth. He tends to develop long-term relationships with his clients and is viewed as a trusted advisor to most, he is actively working on becoming their personal CFO.

Recurring Revenues	Selling Price Targeted
\$260,000.00	\$1,040,000

Practice Supplementary Information

Intention of Sale	Employees	CRM	Documents
Transition to retirement over 3-4 years	Yes, 1 Hired in 2019	Maximizer, for more than 15 years. Transferable.	Digitalized since 2015. Transferable

Desired Terms of Sale

Upfront	Balance of sale	Queenston Fee
60- 70%	To be discussed and align with Services Agreement	Paid by buyer

Asset Concentration Breakdown

Total Assets top 5 HH	Average age of top 5 HH	Average Tenure
\$ 18 561 000	63 y.o.	20 years

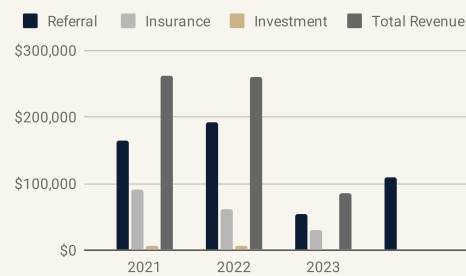
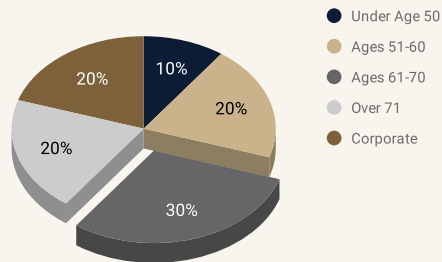
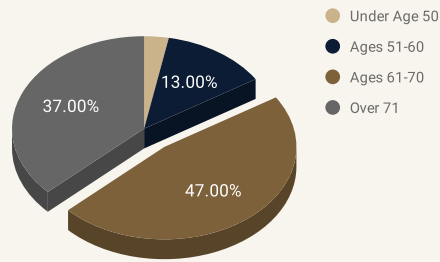
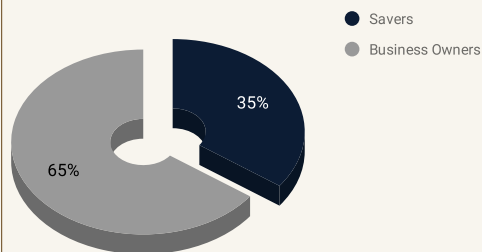
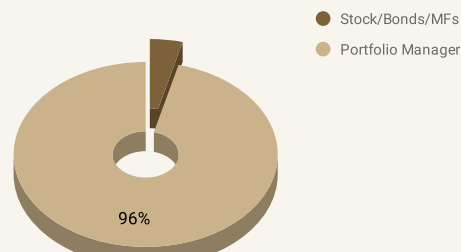
Asset Growth (last 12 months)

Starting AUM	Assets Gained	Assets Lost	Ending AUM
\$ 37M	\$ 7.185M	\$ 7M	\$ 37.8M

Past Acquisitions

First Acquisition		Second Acquisition	
2003	\$ 1.8M	2008	\$ 1.5M

General Information	
Type of Transaction	Shares Sale
Assets Under Management	\$40,000,000
ICPM	Referral BS Model (3 ICPM)
MGA	PPI
Spoken language required	English
Licenses	Insurance & Group Benefits
Financial Planning	Yes
Number of Households	28
Average AUM / HH	\$ 1.3M
Average Age of Clients	65
Active Provinces	British-Columbia

Recurring Revenues (CAN \$)

Demographics: Clients % / Age

AUM % / Age

Assets % /Product type

Assets per Product Type

Significant consideration for interested parties

The Seller doesn't want to retire. There's no definite time line but 3-4 years seems reasonable.

The proposed multiple is high, but the sale price can be spread over the years of joint work, where **part of** the buyout is based on the results achieved in the following years from closing.

Referral agreements with ICP firms must be maintained or if changed, the approval of the Seller is required.