

ACQUISITION STRATEGY

(Buy – Merge – Partner – Junior Associate)

Acquisition remains the most desired growth strategy with Canada's advisors. Currently we have many more buyers than sellers and the acquisitions market remain very competitive.

Queenston has worked with many financial advice firms that have had tremendous success with finding potential acquisitions. The one common denominator with multiple successes is someone devoted / responsible for Business Development. The key is to not just "want" to acquire AUM but to follow a Strategy as part of a Business Development Plan. The Plan should be achievable and measurable.

To do this in-house is very expensive especially for solo operations. The solution is out-sourcing. Most advisors do not have in-house lawyers and accountants and out-sourcing Business Development is a viable alternative.

Queenston can design and implement an Acquisition Strategy as part of a total Business Development Plan. We can mine our data base of 18000 advisors with the intent of finding prospective candidates based on what you are looking for.

Queenston has worked with more than 100 transitions and we are familiar with the market prices, terms of a deal and the necessary steps to take the firms through.

Cost is a \$2500 one time upfront fee + a success fee of .07% of AUM acquired.

PROCESS

Develop a Profile of targets

+

Term Sheet of client – overview of business; benefits and offer

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Build a Prospect List

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Transaction Support

+

Deal structure

+

Priority for all new opportunities