

Follow Dynasty's Path to Succession Readiness to feel equipped and confident that you will succeed in the most important decision an advisor makes in his career.

Engaging in succession is more than just pressing a button, it's about identifying a person, a team, or a firm that is capable of continuing on an advisor's life's work and business, but also honor the same culture and legacy your firm has built today.

**START HERE**

## ESTABLISH BUSINESS LIFE CYCLE PLAN

- Time to retirement
- Type of firm you want to succeed (book, business or enterprise)

## DEFINE GOALS OF RETIREMENT

- How involved do you want to be? (immediate vs. slow ramp)
- Chairman role?

## HOW LONG BEFORE RETIREMENT?

**UNDER 3 YEARS**

**OVER 3 YEARS**

## IS NEXT-GEN READY NOW?

- Is financing available?
- Friendly with another like-minded RIA?

**NO**

**YES**

**SELL BUSINESS TO AGGREGATOR, BANK, OR LARGER RIA**

## BEGIN TRANSITIONING

- Tell clients as soon as practicable

## IS NEXT-GEN READY?

**NO**

**YES**

## DEVELOP NEXT-GEN

- Focus on hiring, training, or acquiring appropriate Next-Gen talent

## BEGIN CONVERSATION

- Involve Next-Gen in organizational decisions and client conversations
- Establish valuation and Financing structures

## LONG, SUCCESSFUL, ORDERLY TRANSITION

- Slowly move out of the day to day
- Perpetuate business over time

Four Ways Dynasty Can Help You Build a Foundation for Success and Succession.

**1** Create dynamic and accommodative legal and organizational structure

**2** Rethink organizational and compensation structure

**3** Source and/or identify the right advisors to support your plan

**4** Identify the right capital opportunities/providers if the need arises

**Our Investment Banking team is dedicated to being an advisor to advisors so you can stay focused on your clients.**

Email us at [DIB@dynastyfp.com](mailto:DIB@dynastyfp.com) to receive sound succession advice and planning.