

The Path to Succession Readiness

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 or her 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

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

- Create dynamic and accommodative legal and organizational structure
- Rethink organizational and compensation structure
- Source and/or identify the right advisors to support your plan
- Identify the right capital opportunities/ providers if the need arises

IS NEXT-GEN READY NOW?

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

NO

BUSINESS TO

BANK, OR

LARGER RIA

AGGREGATOR,

SELL

YES

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

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** to receive sound succession advice and planning.

LONG, SUCCESSFUL, ORDERLY TRANSITION

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