SUCCESSION POINT

WEALTH MANAGEMENT SOLUTIONS

QUARTER 3 2026 INSIGHTS

MAXIMIZE YOUR VALUE

PRESERVE YOUR LEGACY

UNLOCK LIQUIDITY

BUILD GENERATIONAL WEALTH

SUCCESSION POINT
WEALTH MANAGEMENT SOLUTIONS

35+ YEARS OF EXPERT GUIDANCE

As the Premier Wealth Management M&A Consulting firm, we help W2, Independent, and RIA advisors navigate high-impact succession, growth, monetization, and strategic partnerships.

Sell On Your Terms With 2-3x Higher

- NEW **SuccessionCalculator™**: Confidential Consulting with practice valuation/deal analysis based on industry market value
- Tailored deal structures to fit your practice objectives/timeline
- Qualified buyer pool with cultural fit & competitive bidding
- Advisor-first advocacy with respect for your practice vision
- Reduced stress & closing time on deal offerings

$0

ZERO COST TO YOU

30%

30% HIGHER PRACTICE VALUE

20B

RECENT DEALS CLOSED

0

NO CONTRACTS, NO TRANSACTION FEES

3-9

3-9 MONTHS: AVERAGE TIME TO CLOSE

3rd QUARTER: STATE OF MARKET

CURRENT RIA MARKET: SELLER'S ADVANTAGE

RECORD M&A ACTIVITY

- ~300+ transactions expected annually as consolidation continues
- Pace is tracking very closely to 2025 record levels (344 RIA M&A deals)
- Fueled by succession demand, scale economics, and permanent capital

PLANNING GAP

- 43% of advisors plan to retire within 10 years
- Only ~30% of firms have a formal succession plan

KEY RISKS: THE "5 D'S"

- 50% of practice transitions are triggered by: death, disability, divorce, disagreement, or departure.
- Lack of planning = higher risk of "fire-sale" valuations and lost legacy.

UNPRECEDENTED OPPORTUNITY

- Valuations up 38% since 2020.
- Vast optionality allows advisors to de-risk personal wealth through partial or full liquidity events
- Partner structures align advisors as true equity owners. A seat at table, not just employees or affiliates

105,000 FINANCIAL ADVISORS PLANNING TO RETIRE IN THE NEXT DECADE

83%
Of Clients Are Concerned About Advisor Retirement

50%
Of Exits Are Involuntary (5 D's)

43%
Worry About Investment Protection

HISTORIC VALUATIONS

Scaled Enterprise Firms: 18x–22x EBITDA

Large RIAs ($10B+) multiples up ~37% since 2019

Mid-sized RIAs ($1B–$10B) up ~43% since 2019

RECENT M&A TRANSACTIONS

Date	Enterprise Value (mm)	EBITDA/VAL
Q1 2026	~$10B	**~20–22x**
Q1 2026	~$8B	**~19–21x**
Q1 2026	~$5B	**~20x+**

TODAY'S MARKET ENABLES ADVISORS TO CAPTURE HISTORIC VALUATIONS WHILE GAINING **SCALE, RESOURCES, AND FUTURE EQUITY PARTICIPATION.**

STRATEGIC PARTNERSHIPS: KEY ADVANTAGES FOR ADVISORS

PARTNERSHIP ALIGNMENT

Alignment with leadership and participation in firm strategy and direction.

ENTERPRISE EQUITY & GROWTH

Participate in enterprise expansion, acquisitions, and long-term equity value creation.

OPERATIONAL INFRASTRUCTURE

Comprehensive turnkey platform including marketing, multi-custody, HNW resources, and operational support.

KEY QUESTIONS

1. What timeline makes sense for my transition, growth, or succession plan?
2. Can I keep my brand and investment strategies after a transaction or partnership?
3. How will client experience and service continuity be through transition and ongoing?
4. How will deal structure, and taxes impact my long-term financial outcome?
5. What are the firm’s ownership structure and leadership intentions for the future?
6. What platform resources, infrastructure, and capabilities could accelerate my firm’s growth?
7. How can I reward and include junior advisors and staff so they benefit from the firm’s future success?
8. Have I spoken with other advisors to understand their experience with similar transitions?

HOW, WHEN AND WHO YOU SELL YOUR PRACTICE TO MATTERS.

If you’re curious about the real value and strategic options for your practice, let’s have a confidential conversation.

To schedule your Consultation with a free SuccessionCalculator™ practice valuation & deal analysis, please complete our confidential form *here*

Or contact us (407) 920-8212
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