FP TRANSITIONS®

LISTING 21-360

LOCATION	REVENUE	ASKING
Charlotte, NC	$1,221,855.00	$4,000,000.00

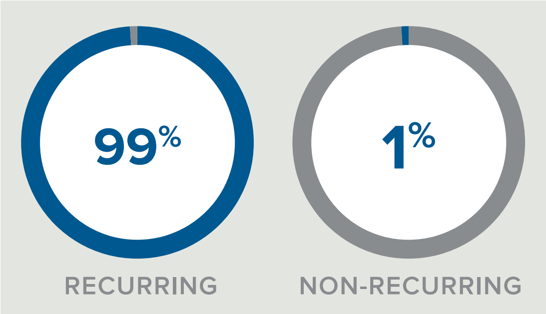
This IAR based in Charlotte, North Carolina provides comprehensive financial planning and ongoing investment management to approximately 200 client households largely concentrated in the Charlotte metro area. This practice reported over $1,200,000 in revenue in 2021, over 99% of which is recurring, with approximately 70% of the recurring revenue generated from managing over $85 million in assets, with the remaining 30% from mutual fund, variable annuities, and insurance trails.

This is an excellent opportunity for a IAR or hybrid RIA with a client-first mentality that is seeking to establish or expand its footprint in the Charlotte area. This is a Sell and Stay® opportunity with the seller looking for a glide path to retirement and staff seeking meaningful employment with the acquiring firm.

PRACTICE INFORMATION

Assets Under Advisory	$133,400,000
Assets Under Management	$85,400,000
Households	200
Form of Ownership	LLC
Total Number of Employees	4

REVENUE

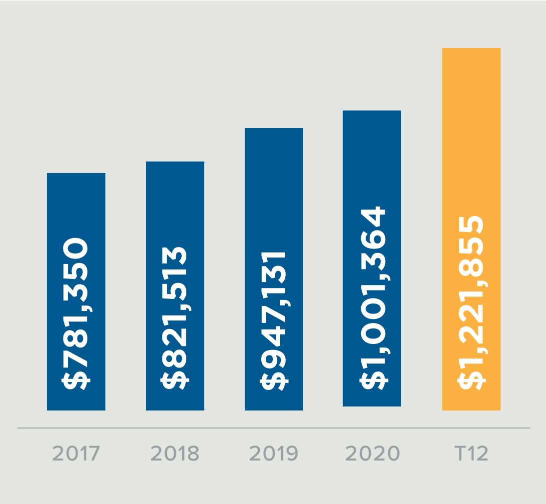


INQUIRE NOW

Visit fptransitions.com/21-360-inquire or log in to your member dashboard to inquire.

Not a member? Create your free membership at fptransitions.com/membership.

HISTORICAL REVENUE



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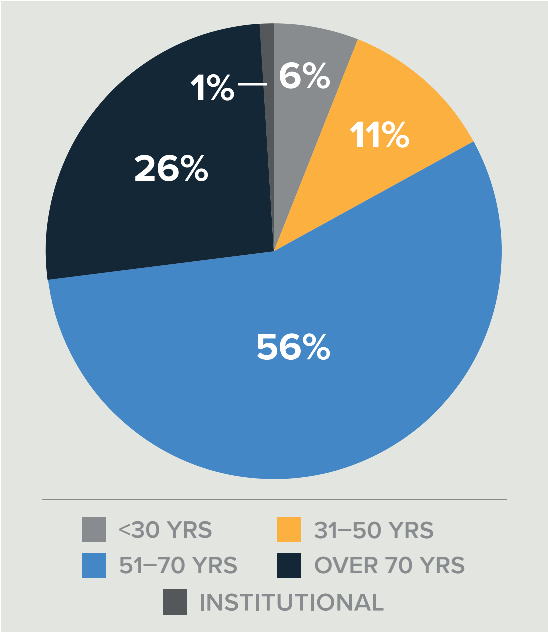
SELLER INFORMATION

Licenses	7, 24, 63, 66
Designations	CPA, MBA
Education	Master’s Degree
Insurance Lines Carried	Life, Health, Disability, LTC

SOURCES OF REVENUE

	RECURRING REVENUE	NON-RECURRING REVENUE
FEE-BASED		
Fees from AUM	$833,105	
SECURITIES-BASED		
Stocks		$50
Mutual Funds	$29,351	$201
Variable Annuitites	$299,854	
INSURANCE BASED		
Long Term Care	$4,395	
Universal Life	$3,514	$1,385
TOTALS	**$1,220,219**	**$1,636**

CLIENT DEMOGRAPHICS



REVENUE SOURCES