



**LOCATION**  
New Jersey

**REVENUE**  
\$1,199,071.00

**ASKING**  
\$2,600,000.00

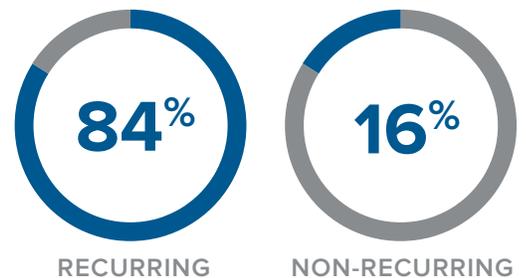
This RR/IAR located approximately 50 miles to the west of New York City services 130 client households using a conservative growth model made up mainly of American Funds. The practice’s principal places a strong focus on cultivating and maintaining strong personal client relationships. In 2021, this practice generated \$1.2 million in gross revenue, approximately 81% of which was from mutual fund and annuity trails and commissions; 14% from managing \$31.5 million in assets, 4% from insurance, and 1% from financial planning fees.

The ideal acquisition partner for this firm would retain the two employees post-sale. Both assistants co-operate in strong client-facing administrative support roles. One of them is also Series 6 and NJ Life Insurance licensed. Utilizing the firm’s existing office space or a nearby location is desirable.

**PRACTICE INFORMATION**

Assets Under Advisory	\$204,000,000
Assets Under Management	\$31,500,000
Households	130
Form of Ownership	S Corp.
Total Number of Staff	3

**REVENUE**



**SELLER INFORMATION**

Licenses	6, 7, 63
Designations	CFP, ChFC, CLU
Education	Bachelor’s Degree
Years in Industry	51
Insurance Lines Carried	Life, Disability, LTC

**HISTORICAL REVENUE**

<b>2021</b>	\$1,199,071
<b>2020</b>	\$1,161,129
<b>2019</b>	\$1,292,367
<b>2018</b>	\$1,188,672
<b>2017</b>	\$1,200,807

**INQUIRE NOW**

Visit [fptransitions.com/22-370-inquire](https://fptransitions.com/22-370-inquire) or log in to your member dashboard to inquire.

Not a member? Create your free membership at [fptransitions.com/membership](https://fptransitions.com/membership).



LOCATION  
New Jersey

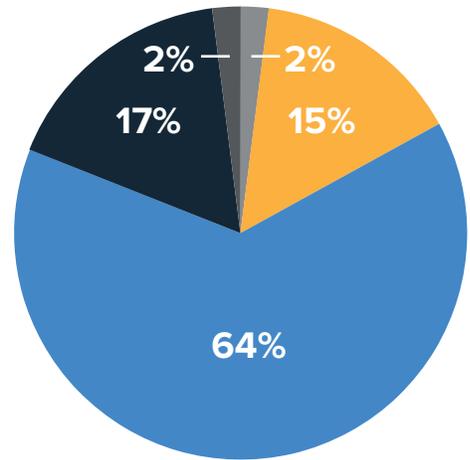
REVENUE  
\$1,199,071.00

ASKING  
\$2,600,000.00

### SOURCES OF REVENUE

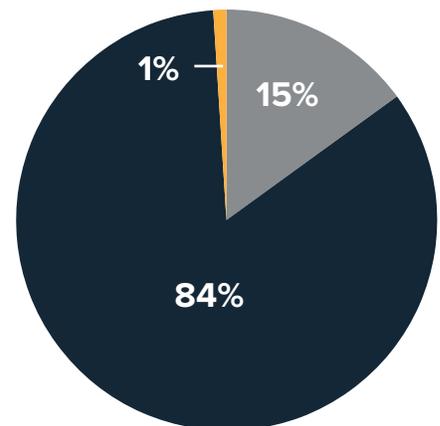
	RECURRING	NON-RECURRING
<b>FEE INCOME</b>		
Fees from AUM	\$183,855	
<b>COMMISSION INCOME</b>		
Stocks		\$1,429
Mutual Funds		\$21,956
Annuities		\$146,062
Real Estate		\$10,917
Trails	\$827,241	
<b>INSURANCE INCOME</b>		
Miscellaneous		\$7,612
<b>TOTALS</b>		
	<b>\$1,011,096</b>	<b>\$187,975</b>

### CLIENT DEMOGRAPHICS



■ <30 YRS    ■ 31-50 YRS  
■ 51-70 YRS    ■ OVER 70 YRS  
■ INSTITUTIONAL

### REVENUE SOURCES



■ FEE-BASED    ■ SECURITIES-BASED  
■ INSURANCE-BASED