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| SECTION A: Your Ownership Goals |
| 1. How long have you been a financial services professional?
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| 1. How long have you been with your current firm?
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| 1. How many hours a week, consistently, are you willing to devote to the business?
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| 1. Why do you want to become an owner? *(Check all that apply)*
* Money
* Responsibility
* Control
* Be a part of something larger
* Other
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| 1. How comfortable are you managing other people?
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| 1. How comfortable and proficient are you working on other aspects of the business beyond client service?
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| 1. Do you prefer to follow someone else’s lead and execute on a predetermined plan or do you prefer to design and execute your own initiatives?
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| 1. What other financial obligations do you currently have or expect to have over the next five years?
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| 1. How comfortable are you taking on additional financial risk by purchasing equity?
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| SECTION B: Your Ownership Readiness |
| 1. What are your top three professional “wins” or contributions to the firm?

A.B.C. |
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| 1. What is your next endeavor for professional improvement (i.e., designation, education, etc.)?
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| 1. What in your non-professional life has helped you prepare for business ownership?
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| 1. What are your current ideas for improving or enhancing the future of the business?

A.B.C. |
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| SECTION C: Your Ownership Fit |
| 1. How does your investment philosophy and work habits align with those of the current ownership and business?
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| 1. How well do you get along with your coworkers?
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| 1. How well do you get along with other potential ownership candidates (i.e., your G2 partners)?
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| 1. As an owner, how much do you plan to change in terms of operations, philosophies, and processes?

**Let’s discuss your results and get you and your team on the way to successful internal succession planning. Call our team at 800.934.3303 or visit fptransitions.com/schedule to book time to chat. We look forward to hearing from you.** |
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