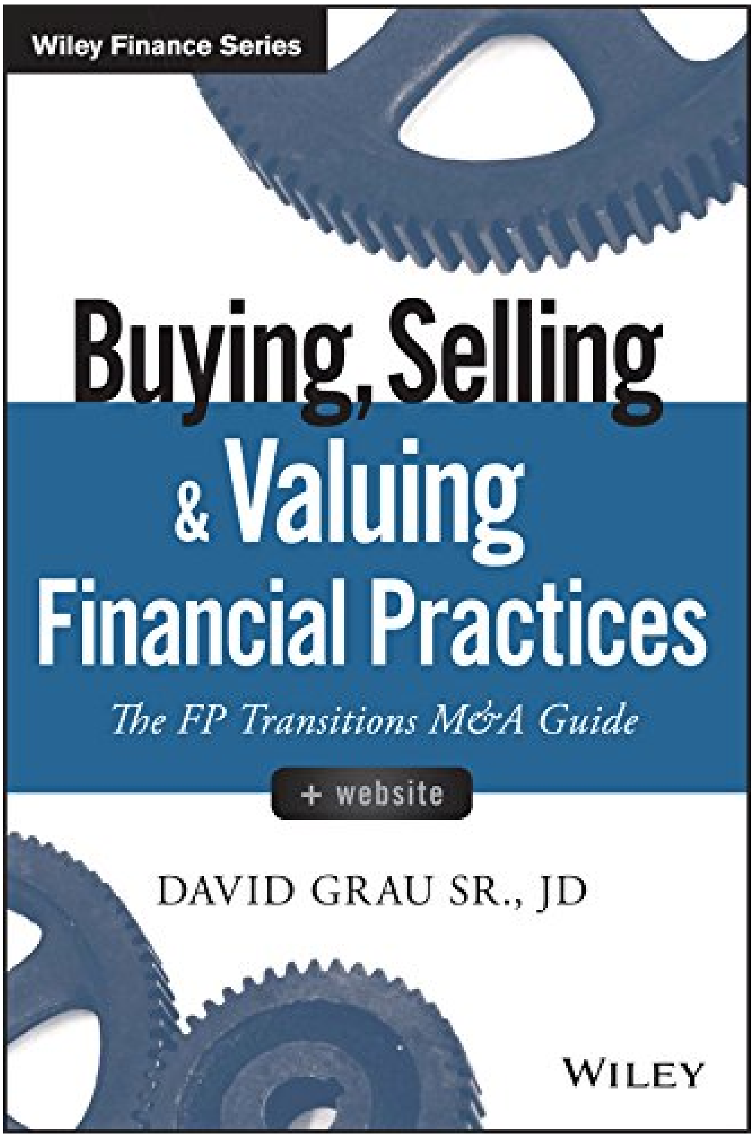
Buying, Selling, and Valuing Financial Practices: The FP Transitions MA Guide (Wiley Finance)

David Grau



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David Grau : Buying, Selling, and Valuing Financial Practices: The FP Transitions MA Guide (Wiley Finance) before purchasing it in order to gage whether or not it would be worth my time, and all praised Buying, Selling, and Valuing Financial Practices: The FP Transitions MA Guide (Wiley Finance):

6 of 7 people found the following review helpful. Thank heaven for this book!By Colin DrakeSometimes books are perfectly targeted for exactly the stage you are in your life or business. If you are even contemplating buying or selling an advisory practice, this book is just a Godsend.The state of our financial advisory industry is such that if you really

want to become informed on the topic of how to buy or sell a practice/business, you really have two choices - Tibergien's/Dahl's book (which is also excellent, and still relevant after 10 years) and Grau's book. These are the bibles (and this one is absolutely current and reflective of exactly what's happening now in terms of valuations, deal structures, financing alternatives, etc. For example, 10 years ago, almost all deals were seller financed. Today, with the emergence of Live Oak Bank and similar cash-flow based lenders, the landscape has really changed and this book reflect that.)Beyond these two books, you really have to wander in the educational wilderness piecing together bits from here and there to become informed. There just aren't ANY other resources (I know of) which offer you an A-Z education in how to approach a deal wisely.This book does a great job of it. Of note is that it really starts with the premise that its job is to help you get the deal done. It's not about teaching you how to vanquish your opponent. In most cases, you'll end up in an economic marriage with your deal partner and this book recognizes that and helps you approach thinking about it all in a reasonable, collaborative way.The book offers a great amount of help with valuations, deal structure, financing, due diligence, tax issues, legal issues, and planning for a successful transition and client retention. I has helpful checklists and sample document templates.Grau and FP Transitions have helped thousands of advisors complete successful deals. They are leaders in the industry - this makes their perspective an especially valuable and relevant one.If you are considering buying, you simply have to come to the party up-to-speed. This book definitely gets you there.If you are selling, you'd do well to get this book years before you plan to sell because it offers valuable insights about how to best prepare your business for sale and capture the potential value available to you. But even if you are selling now, it helps shape strategy and expectations.For me, it's pretty simple - if you are planning to buy or sell and advisory practice, you will already be investing an enormous amount of time and expense into the process. It would be silly not to invest the few hours and dollar in reading this book - you can only emerge more informed, confident, reasonable, cautious, and frankly, relaxed - so many of those questions swirling in your head get answered.If you are deciding between this and Tibergien's book - don't. Get and read both. If you need the more relevant to getting your deal done today, this one wins on its currency.I saw another person wrote a short negative review calling this book terrible and to save your money. I couldn't disagree more and assume the person didn't read it. This book is excellent and perhaps the best money you'll spend in buying or selling an advisory practice.2 of 2 people found the following review helpful. A Must Read for Buyers AND Sellers of Financial Service Practices of ALL Shapes and SizesBy M HansenI thoroughly enjoyed this refreshing, client centric approach to Buying, Sellling and Valuing Financial Practices. David and FP Transitions have provided a clear, concise and relevant description of the process from both the buyers and sellers perspective in todays market. More importantly they have clearly laid out the case for increasing the quality and transparency of the MA process in our field.1 of 1 people found the following review helpful. Excellent resource for the advisory industry!By CustomerThis book gave an excellent introduction to the finer points of the transaction process. I had no idea how complex such a basic component like purchase price could be. The book also provides a surprising amount of detail on due diligence and documentation. Very useful for an advisor considering using acquisition as a growth strategy

The Authoritative MA Guide for Financial Advisors Buying, Selling, Valuing Financial Practices shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms. From the first pages of this unique book, buyers and sellers and merger partners will find detailed information that separately addresses each of their needs, issues and concerns. From bestselling author and industry influencer David Grau Sr. JD, this masterful guide takes you from the important basics of valuation to the finer points of deal structuring, due diligence, and legal matters, with a depth of coverage and strategic guidance that puts you in another league when you enter the MA space. Complete with valuable tools, worksheets, and checklists on a companion website, no other resource enables you to: Master the concepts of value and valuation and take this issue ldquo;off the tablerdquo; early in the negotiation process Utilize advanced deal structuring techniques including seller and bank financing strategies Understand how to acquire a book, practice or business based on how it was built, and what it is capable of delivering in the years to come Navigate the complexities of this highly-regulated profession to achieve consistently great results whether buying, selling, or merging Buying, Selling, Valuing Financial Practices will ensure that you manage your MA transaction properly and professionally, aided with the most powerful set of tools available anywhere in the industry, all designed to create a transaction where everyone winsmdash;buyer, seller, and clients.

From the Inside FlapThe purpose of this book is to help advisors understand how to sell what they've built to someone else for maximum value and at optimum tax rates. It is also written to help those on the other end of the deal, so that buyers may understand how to successfully complete an acquisition on the best possible terms, with minimum risk, while writing off the entire purchase price over time. These are not disparate goals; they are connected in every way and part of a win-win-win strategy that aligns the interests of the buyers, the sellers, and the clients who serve as judge and jury over the entire MA process. This triple bottom line should be the ultimate goal of every transactionmdash;for the good of this industry, its business owners, and the investing public. As a seller, you only have one chance to sell a practice you have spent a lifetime building. As a buyer, you're competing with numerous candidates, many with experience and greater resources. To succeed, you need to know more than the other side, and you need an experienced guide. Buying, Selling Valuing Financial Practices is the complete guidebook for executing your transaction. Written for sellers and buyers alike, this explicit and detailed road map from a pioneer in the financial advisory profession takes you through the entire process and fully prepares you to maximize your opportunities and avoid costly mistakes.From the Back CoverThe Authoritative MA Guide for Financial Advisors Buying, Selling Valuing Financial Practices shows you how to complete a sale or acquisition of a financial advisory practice and have both the buyer and seller walk away with the best possible terms. From the first pages of this unique book, buyers and sellers will find detailed information that separately addresses each of their needs, issues, and concerns. From bestselling author and industry influencer David Grau Sr., this masterful guide takes you from the important basics of valuation to the finer points of deal structuring, due diligence, and legal matters, with a depth of coverage and strategic guidance that puts you in another league when you enter the MA space. Complete with valuable tools, worksheets, and checklists on a companion website, no other resource enables you to: Master the concepts of value and valuation and take this issue "off the table" early in the negotiation process Utilize advanced deal structuring techniques including seller and bank financing strategies Understand how to acquire a book, practice, or business based on how it was built and what it is capable of delivering in the years to come Navigate the complexities of this highly regulated profession to achieve consistently great results whether buying, selling, or merging Buying, Selling Valuing Financial Practices will ensure that you manage your MA transaction properly and professionally, aided with the most powerful set of tools available anywhere in the industry, all designed to create a transaction where everyone winsmdash;buyer, seller, and clients.About the AuthorDAVID GRAU SR., JD, is the founder and president of FP Transitions, the preeminent consulting firm known as much for building sustainable businesses as selling or merging them at the end of a career. FP Transitions has valued over 8,000 financial services or advisory practices and businesses, and consulted on over 1,500 completed third-party transactions. Grau Sr. previously authored the bestselling Succession Planning for Financial Advisors: Building an Enduring Business, also published by Wiley. He has written 90 nationally published articles, white papers, and manuals on complex succession strategies, equity management, business continuity, income-perpetuation plans, and mergers and acquisitions. Grau Sr. was named one of the most influential people in the profession in an industry survey by Financial Planning magazine and is a nationally recognized expert on succession planning and business- perpetuation strategies in the financial services industry.