FP TRANSITIONS®

BUILDING YOUR EQUITY-BASED ENSEMBLE

WHY FP TRANSITIONS

We have the knowledge - over the past 25 years, FP Transitions has expertly assembled a team of over 60 professionals who have collectively earned the credentials of CFA, JD, MBA, CFP, CVA, LLM, and CBEC, to support your goals and to get the job done right. We coordinate the work and the professionals so that you don't have to. **We have the experience:**

300+
NORTHWESTERN MUTUAL ENGAGEMENTS

16,000+
TOTAL VALUATIONS DELIVERED

3,000
CONTINUITY PLANS DOCUMENTED

COUNTLESS
SUCCESSION PLANS EXECUTED

FP Transitions pioneered the concepts of merging books into businesses designed to last. We literally wrote the book on building enterprise strength, and we've adapted our processes to support the uniqueness and sophistication of the NM model.

We have invested in your success - you will have the support of our in-house legal team, our experienced financial analysts, credentialed appraisers, and seasoned business consultants. We listen. We diagnose. We strategize. We offer solutions. We solve problems – as a group, working for you and with you.

WHAT WE DO

FP Transitions focuses on helping financial advisors value, protect, grow and transition their businesses from one generation to the next. **We function as technicians as you transition your sole proprietorship(s) into an equity-based business and shift from an individual producer to a powerful and efficient team of professionals.** We will help you "do the math" as you focus not only on revenue growth but also profitability on your way to maximizing value. FP Transitions will show you how to build the proper infrastructure to create a firm that is investable, profitable and transferable.

We provide a complete, professional corporate document set that is NM compliance approved, and is FINRA, SEC and Insurance specific. We carefully coordinate our designs and documentation with local tax counsel to ensure that no stone is left unturned. It's what we do.

OUR PROCESS

FP Transitions offers a concierge level of support to NM advisors of all ages and all levels of success. We provide an end-to-end solution designed to achieve your specific goals. Our unique and NM specific process includes:

- DEDICATED ACCOUNT MANAGER
- STRATEGIC ASSESSMENT
- FINANCIAL ANALYSIS
- LEGAL CONSULTING & DOCUMENTATION

TIMELINE

STRATEGIC ASSESSMENT

3 WEEKS

Week 1: Call #1
Factfinding Intake Call

Week 2: Call #2
Discuss Equity Structures

Week 3: Call #3
Discuss Cash Flow & Compensation

FINANCIAL ANALYSIS

8 WEEKS

Week 5: Call #1
Review Advisor Financials

Week 8: Call #2
Ownership Percentages & Compensation

Week 10: Call #3
Finalize Proforma

Week 12: Call #4
Finalize Deal Terms & Review Valuation

LEGAL CONSULTING

9 WEEKS

Week 14: Call #1
CPA Intake Call - Review New Business Structure

Week 16: Call #2
Review Documents (Part 1)

Week 17: Call #3
Review & Revise Documents (Part 2)

Week 22: ***READY TO SIGN***
Finalize & Sign Documents

MONTH 1 → MONTH 6

A TRUSTED PARTNERSHIP

As a Northwestern Mutual advisor, you are part of something greater than just yourself and your business. To this end, FP Transitions has worked with the NM Home Office to forge a strong partnership that began on the drawing boards years before field implementation started. This partnership continues as we work together to serve you. Please connect with your Home Office Practice Management Consultant to understand the options, program requirements and readiness to build your equity-based ensemble.

LET'S GET STARTED.

Our team is ready when you are. Click below to schedule a consultation:

SCHEDULE