

G2 OWNERSHIP READINESS ASSESSMENT

#FPINSIGHTS



Becoming a partner is a wonderful opportunity to contribute to your firm and to grow your own personal wealth through equity ownership. It also comes with important responsibilities. Whether you have already been offered ownership in a wealth management firm or are simply considering it at this time, this assessment can help you prepare.



SECTION A: YOUR OWNERSHIP GOALS

How long have you been a financial services professional?

What licenses, certifications or other education do you have in the financial services industry?

How long have you been with your current firm?

How many hours a week, consistently, are you willing to devote to the business?

Why do you want to become an owner? (Check all that apply)

- Money
- Responsibility
- Control
- Be a part of something larger
- Opportunity to contribute new ideas and services
- Continuing the business of a family member
- Other

How comfortable are you managing other people?

How comfortable and proficient are you working on other aspects of the business beyond client service such as marketing, operations, etc.?

How well do you understand the books and records of a small business, e.g. a Balance Sheet and Profit and Loss statement?

Do you have strong business development skills, i.e., can you consistently bring in new clients to grow the business?

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?

What other financial obligations do you currently have or expect to have over the next five years?

How comfortable are you taking on additional financial risk by purchasing equity?

Will your spouse or other person important in your life be on board with this decision?



SECTION B: YOUR OWNERSHIP READINESS

What are your top three professional “wins” or contributions to the firm?

- 1.
- 2.
- 3.

What is your next endeavor for professional improvement (i.e., designation, education, etc.)?

What in your non-professional life has helped you prepare for business ownership?

What are your current ideas for improving or enhancing the future of the business?

- 1.
- 2.
- 3.



SECTION C: YOUR OWNERSHIP FIT

How do your investment philosophy and work habits align with those of the current ownership and business?

How well do you get along with your coworkers?

How well do you get along with other potential ownership candidates (i.e. your G2 partners)?

As an owner, how much do you plan to change in terms of operations, philosophies, and processes?

Is this a firm you want to stay at for the rest of your career?

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