The Strategic Financial Alliance (SFA Partners) is excited to announce a FP Transitions (FP), a financial services M&A consulting firm out of Lake Oswego, Ore., has been selected to help advisors with valuations and continuity planning.

SFA Partners will leverage FP Transitions’ Equity Management Solutions® (EMS™); a program which helps advisors identify their business value and draft a written, executable continuity plan for the business in the event of an unforeseen life event to the owner.

“We have a lot of firms whose owners and advisors are nearing retirement age,” said SFA Partners Chief Operating Officer, Jamie Mackay. “We’re responding to the questions that many of their clients are having about “what happens to me if something happens to you, and concerns of that nature.”

According to a recent Cerulli report, 37% of financial advisors, collectively overseeing 40% of industry assets (or about $10.4 trillion), are expected to retire over the next decade. A quarter of those, according to the research and consulting firm, have no clear plan in place.

To help members prepare for the inevitable, SFA Partners selected FP Transitions to build a custom program helping its advisors prepare for unforeseen events as well as a planned retirement. While most understand the importance of creating a continuity plan, factors such as time, lack of viable successors, and confusion on how to properly structure and execute that plan have “cast a looming shadow over the future of the industry.”

Advisors who take part in the program will receive an annual comprehensive valuation report, an annual continuity plan with regular updates, and access to FP’s vast resource library.

"As IARs, we look forward to SFA Partners’ advisors embracing true continuity and succession planning strategies, putting client outcomes and relationships at the center of their business,” said Marcus Hagood, director of FP Transitions’ EMS™ division. “Through this partnership, our organizations are not only bolstering the largest growing segment of the wealth management industry, but also empowering advisors with education, strategies and solutions that ensure clients are cared for by someone who shares their values and understands their needs.”

SFA Partners advisors can learn more about the program at www.FPTransitions.com/SFA. FP Transitions will also provide complimentary, one-on-one consultations to SFA Partners advisors at the company’s conference May 6-9, 2024 at The Adolphus in Dallas, TX.