



# STRUCTURE THE TRANSACTION

## ENSURING A SEAMLESS TRANSITION

At FP Transitions, we understand that every succession planning journey is unique. Our “Structure the Transaction” service is meticulously designed to guide advisors through every stage of the transition, ensuring that each decision is informed and every step is expertly executed. **Engage with us at any stage or complete the full five-stage process:**



### 1. EXPLORING OPTIONS AND ALTERNATIVES

**Objective:** Educate and empower sellers with a clear understanding of the diverse options available for succession or retirement transitions. Learn the nuances between Client Transition, Retirement Transition, and Retirement Transition Income.

**Deliverable:** A personalized summary of goals, objectives, and a set of tailored solutions, complete with recommended next steps.



### 2. STRATEGIC ASSESSMENT

**Objective:** Conduct an in-depth analysis to align the buyer’s and seller’s objectives within regulatory, financial, legal, and tax constraints. Provide strategic advice and recommendations to achieve cost-effective goals.

**Deliverable:** A detailed Succession Affiliate Plan outlining shared objectives and strategies, whether it’s proceeding with an Asset Sale/Purchase or an alternative solution.



### 3. VALUATION

**Objective:** Obtain a Comprehensive Valuation Report (CVR) to determine the practice’s market value, considering realistic payment and financing terms. This industry-standard analysis ensures you have an accurate valuation for informed decision-making.

**Deliverable:** A CVR provided within two weeks of the valuation questionnaire submission, to be shared with the buyer within seven days.



### 4. DEAL STRUCTURING

**Objective:** Facilitate and coordinate the negotiation of deal terms, including purchase price, down payment, tax allocation, financing, and consulting fees. Ensure all parties reach a consensus and formalize it in a Letter of Intent (LOI).

**Deliverable:** Draft and finalize the LOI after thorough consultations, along with a Deal Term Analysis (e.g., amortization table, pro forma) for the buyer.



## 5. LEGAL CONTRACTS

**Objective:** Prepare and execute all necessary legal documentation to formalize the transaction. This includes working with third-party lenders through to the funding of the loan at closing, ensuring compliance with Northwestern Mutual business policies.

**Deliverable:** Comprehensive, pre-approved legal templates, such as Purchase Contracts, Succession Affiliate Agreement, Asset Purchase Agreement, and more, ensuring a smooth and legally sound transition.

## SUCCESSION AFFILIATE HIGH-LEVEL PROCESS



## WHY FP TRANSITIONS

Our innovative, collaborative, and client-centric approach sets us apart. We leverage a deep pool of knowledge, ensuring that every transition is seamless and beneficial for all parties involved. Let's explore how FP Transitions can help you identify, build and realize your equity value. Together, we will navigate the complexities of succession planning, ensuring your legacy is preserved and your goals are achieved.

**LET'S GET STARTED.**

Click below to schedule a consultation:

**SCHEDULE**