ADVISOR FINANCING CASE STUDY

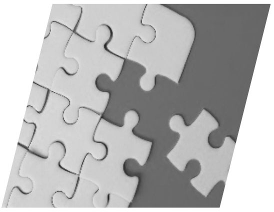
$2.0MM Financing for RIA Partner Buy-Out & Ownership Transition | Illinois

Advisor Profile | Junior Partner Acquiring Ownership in Established Wealth Management Firm

When a longtime junior partner was presented with the opportunity to acquire a retiring partner's ownership interest, a financial leveraged the **Lending Solution** powered by Community Capital to secure competitive financing that supported a smooth ownership transition while preserving liquidity for future growth.

OPPORTUNITY

Advisor sought approximately $2.0MM of financing to acquire a retiring partner's ownership interest in an established RIA.



RESULTS

- ✓ Evaluated alternatives to an unattractive initial SBA proposal
- ✓ Secured three competitive SBA 7(a) term sheets
- ✓ Improved pricing, leverage, and repayment structure
- ✓ Successfully completed a practice succession transaction
- ✓ Preserved liquidity for future investment and growth

The advisor had spent years helping build a successful independent wealth management firm in the Chicago area and was preparing to assume a larger leadership role through the purchase of a retiring partner's ownership interest. The transaction represented an important succession milestone for both the practice and its clients, requiring approximately $2.0 million of financing to complete the acquisition while maintaining financial flexibility for the business.

Initially, the client received an SBA 7(a) proposal from a local banking relationship but was concerned that the pricing, leverage, and repayment structure were less competitive than expected. The advisor engaged the CCT Lending Team to evaluate alternative financing solutions and provide broader market insight. Throughout the process, the advisor gained additional visibility into the firm's succession strategy, ownership structure, long-term growth objectives, and future capital needs.

The opportunity was introduced to lenders experienced in advisor practice financing and business succession transactions. Multiple institutions expressed interest through the CCT Loan Marketplace, resulting in three competing SBA 7(a) term sheets that each improved upon the original proposal through more favorable pricing, longer repayment terms, and higher financing proceeds. Following a comparative review, the client selected the financing structure best aligned with the firm's cash flow and long-term ownership goals.

The financing enabled a seamless ownership transition while preserving working capital for future investment in the practice. Beyond the transaction itself, the process provided the advisor with broader market perspective and confidence that the selected financing represented the strongest available solution.

> *"Having multiple financing options allowed us to make a much more informed decision. The process gave us confidence that we selected a structure that supports both the transaction and the future of our firm."*
>
> \- *Private Wealth Advisor*