ADVISOR FINANCING CASE STUDY

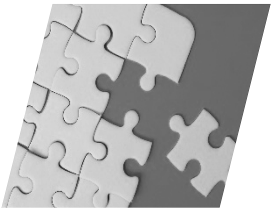
$4.6MM Financing for Wealth Management Book of Business Acquisition | MA

Advisor Profile | Wealth Manager Acquiring a Retiring Advisor's Book of Business

When an experienced wealth manager was presented with the opportunity to acquire a retiring advisor's book of business, they engaged the **Lending Solution** powered by Community Capital to identify financing that maximized transaction flexibility while supporting the firm's continued growth.

OPPORTUNITY

Advisor sought approximately $4.6MM of financing to acquire a retiring advisor's book of business.



RESULTS

- ✓ Evaluated both SBA 7(a) and conventional financing alternatives
- ✓ Selected a conventional structure aligned with long-term growth objectives
- ✓ Minimized equity contribution while maximizing financing proceeds
- ✓ Established a long-term banking relationship with an advisor finance specialist
- ✓ Positioned the firm for continued growth through acquisition

The advisor, an established wealth manager in the Boston area, had the opportunity to acquire a retiring advisor's client relationships valued at approximately $4.6 million. The acquisition represented a strategic opportunity to expand assets under management, strengthen the firm's market presence, and accelerate long-term growth. The advisor sought financing that would minimize the required equity contribution while maximizing financing coverage for the transaction.

Working alongside the **CCT Lending Team**, the advisor evaluated financing alternatives specifically designed for advisor practice acquisitions. The process included discussions around projected cash flow, client retention, valuation methodology, and future growth plans to ensure the financing structure aligned with the economics of the practice and its long-term objectives.

The CCT Loan Marketplace generated both SBA 7(a) and conventional financing proposals from lenders experienced in advisor practice finance. While the SBA structure offered attractive leverage, the advisor ultimately selected a conventional loan because it provided greater structural flexibility, streamlined documentation, and better aligned with the firm's long-term acquisition strategy. The transaction also established a new banking relationship with a lender experienced in serving independent wealth management firms, creating opportunities for future financing and treasury services.

The financing enabled the acquisition to be completed while preserving capital for future investment and growth. Equally important, the borrower established a long-term banking relationship with a lender capable of supporting future acquisitions and ongoing business needs as the firm continued to expand.

> "The financing process connected us with a lender that understands advisor businesses. We completed the acquisition with confidence and established a banking relationship that can support our future growth plans."
> - *Private Wealth Advisor*

COMMUNITY CAPITAL

To learn more about the Client Lending Solutions *powered by Community Capital*, please contact:
Lending Solutions Team
(888) 745-1837
capitalsolutions@communityct.com