

Flexible Plan and ClientWise present:

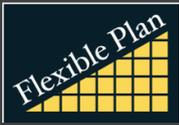
Practice Management 

Don't let *"I'll always be here for you"* be a **big, fat lie.**



*With featured speaker
Ray Sclafani, Founder
of ClientWise*





Flexible Plan Investments, Ltd.
Your partner in active wealth management since 1981

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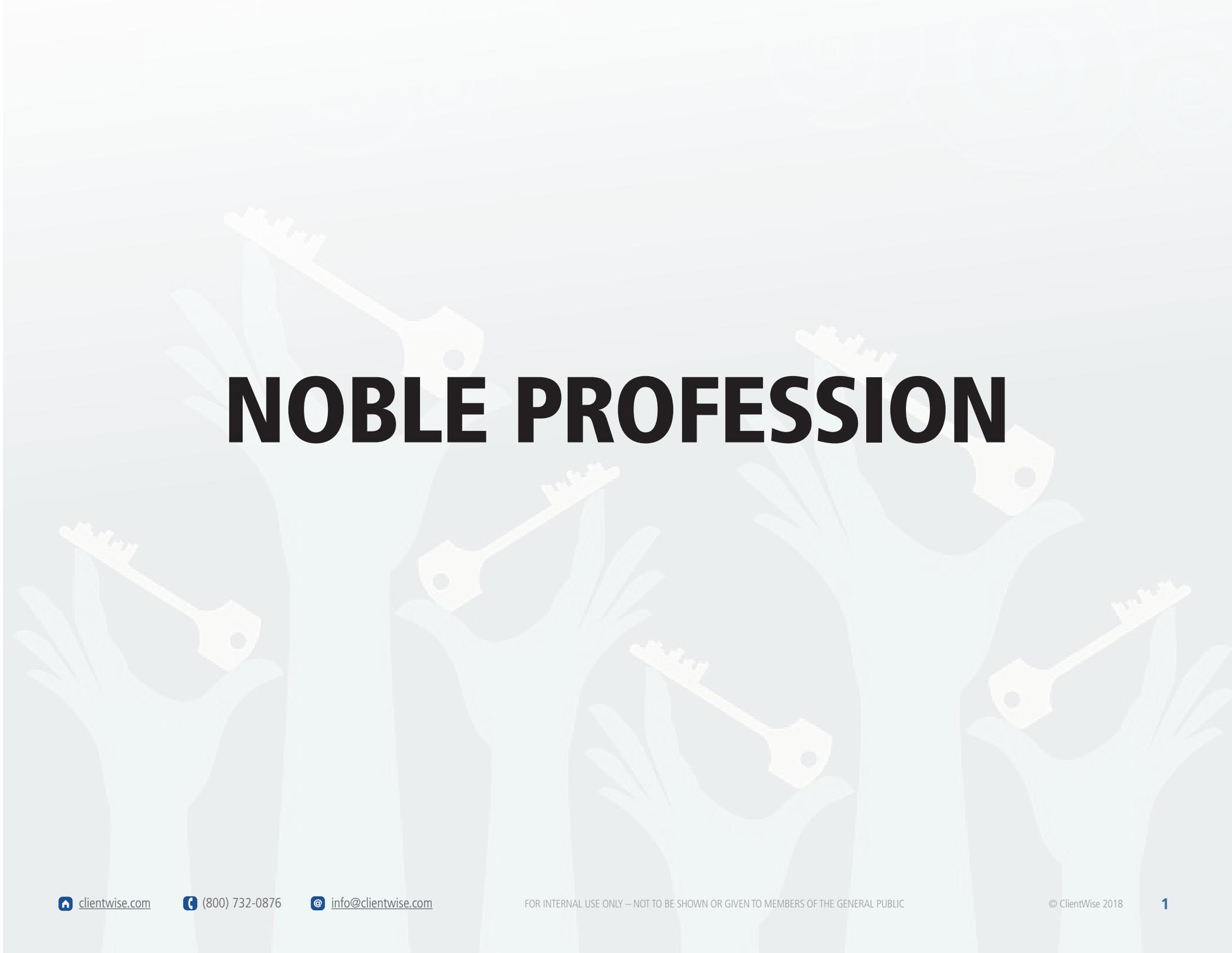
The BIG FAT Lie™

... and the Five Truths of Succession Planning



The background features a light blue and white illustration of several hands reaching upwards, each holding a key. The keys are white with a circular head and a serrated edge. The hands are rendered in a simple, stylized manner, creating a sense of collective effort or support.

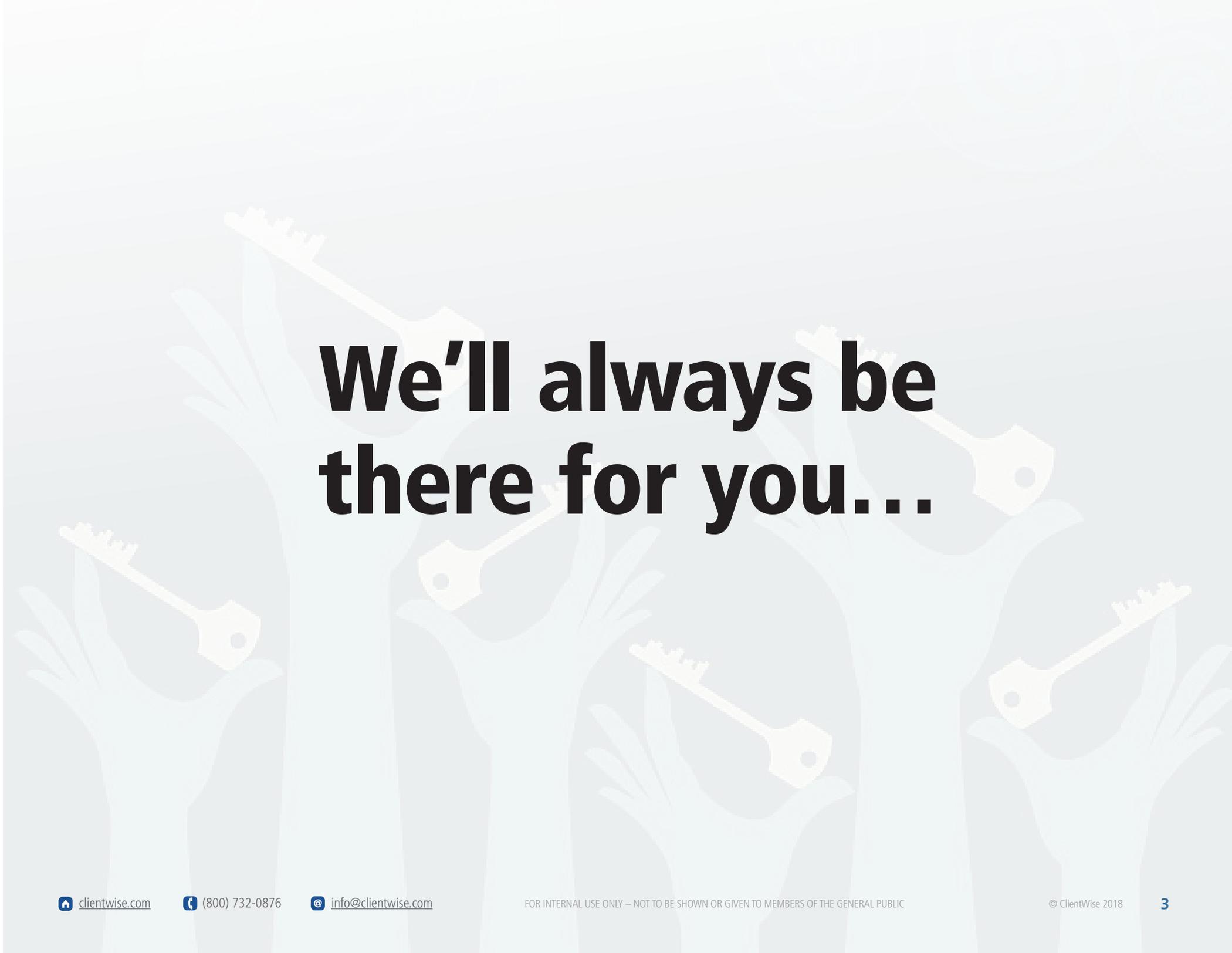
www.clientwise.com/**FPI**Succession

The background features a light blue gradient with a pattern of stylized hands holding keys. The hands are rendered in a darker shade of blue, and the keys are white with a circular head and a serrated edge. The overall composition is clean and professional.

NOBLE PROFESSION

The background features a light blue gradient with a pattern of stylized hands holding keys. The hands are rendered in a darker shade of blue, and the keys are white with a serrated edge. The overall theme is one of offering or providing solutions.

SELL BY

The background features a repeating pattern of stylized, light blue hands reaching upwards, each holding a white key. The keys are oriented in various directions, creating a sense of collective effort and support. The overall tone is light and positive.

**We'll always be
there for you...**

The background features a light blue gradient with a pattern of faint, circular, concentric lines. Overlaid on this are several stylized, light blue hands reaching upwards, each holding a white key. The keys are oriented vertically, with their heads pointing towards the top of the frame. The overall composition is clean and modern.

...until we are not...!

The BIG FAT Lie™

By the Numbers

25%

1 in 4 advisors is expected to leave the industry in the next 10 years.

92%

of advisors recognize the risk in not having a succession plan. Of this, 59% said it was highly risky, 33% said it was moderately risky, and 8% called it somewhat risky.

77%

represents the number of firms that have executed a succession plan and say that continuing the firm's legacy and reputation is the most important reason they have a plan in place.

36%

represents the number of firms who say they have a process for developing internal successors in place.

The Five Truths of Succession Planning

- 1** Begin with the end in mind.
- 2** Define your vision of retirement.
- 3** Meet with your clients and their heirs.
- 4** Align with or build a multi-generational team.
- 5** Create enterprise value.

Begin with the end in mind

1. What do you want as a final outcome for your business or your retirement?
How is this stated in the positive with a forward perspective?
2. What will having this outcome do for you or your business?
What is the purpose of your outcome? The intent?
3. How will you know when the outcome is successful?
What will change and how will you recognize that change?
4. Who, what, when, where and why: In what context do you want your outcome?
When do you want results? With whom will you be working, or who will come in to fill in the gaps if you aren't continuing to work?
5. What effects will the outcome have on your organization, people, vendors, products, customers, etc.? What will getting your outcome provide to you?
6. Are there any blocks, challenges, or organizational restrictions that could create difficulty in reaching your outcome? What are the barriers?
7. What resources do you have or need in order to get your outcome?
What capabilities are necessary parts of your desired outcome?
8. Is getting your outcome within your control?

Define your vision of retirement

- When will you be mentally and emotionally ready to step away from your business?
- Do you imagine remaining involved in a capacity that will impact the outcome of your retirement?
- Do you have a well thought out plan for your retirement that will prevent you from making an emotional decision about your business moving forward?
- Is your objective to maximize the investment you've made, in which case does it make sense to stay involved or step away from your business completely in retirement?
- Are you selling to a junior or senior partner? Or perhaps a family member that will still provide you the opportunity to have an emotional investment in the business even during your retirement.

Meet with your clients & their heirs

For your current clients:

- Meet with them to share your plans for succession.
- Partner with them to determine their final plans for their transfer of wealth.
- Determine how your business can compliment their needs while still fulfilling.
- Use this as an opportunity to include the heirs of the wealth in your conversation; not in a presumptuous way, but through means that make it clear that you are aware that they could potentially be impacted by your succession as well.
- If you're not completely set on your succession planning structure, allow their insight help to shape your approach to succession.

Meet with your clients & their heirs

For the heirs of their wealth:

- If you are already in conversation with them, or they express interest in discussing their finances, meet with them to share your plans for succession.
- Partner with them to determine how your current and future practice can help accommodate their needs.
- Use this opportunity to introduce the heirs of your clients to some of the younger advisors, even the successors on your team.
- For those heirs with whom you have yet to connect, determine the best way to communicate to them the plans for the future of your business.
- If you're not completely set on your succession planning structure, allow their insight to help shape your approach to succession.

Align with or build a multi-generational team

Multi-generational teams:

- Only 5% of the 315,000 registered reps and financial advisors are under the age of 30
- Transition ownership internally
- Common purpose, vision, and values
- Leadership development
- From Lone Ranger to Leader™

Create enterprise value

“When you fully focus on creating value for others, team members and clients, you create enterprise value for the owners of your firm.”

Measure what matters when creating enterprise value:

- Hone your value proposition
- Sustainable, profitable growth
- Recurring streams of revenue
- Institutionalize your firm brand
- Develop multi-generational leaders
- Client advising shared across your firm
- Institutionalize business development

The Outcomes-Based Succession Planning Checklists

- Long range (ten or more years out from succession)

- Intermediate (3-5 years out from succession)

- Short term (1-2 years out from succession)

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clientwise™





Committed to service

100+ staff



ADVISOR SERVICES

- 30+ business consultants and sales support staff
- Practice management resources



CLIENT SERVICES

- Call center
- Interactive client website



COMPLIANCE

- 80+ years combined legal experience with four attorneys on staff
- Dedicated Compliance Officer and staff



RESEARCH

- 140+ years of professional market analysis experience



Flexible Plan Investments strategy categories

- QFC Strategies
- Core
- All-Terrain
- Domestic Tactical Equity
- Fixed Income
- Tactical Fixed Income
- Alternatives
- Sectors
- International
- Principled Investing



QFC STRATEGIES FROM FLEXIBLE PLAN INVESTMENTS

Two levels of risk management One low cost





Advisor tools



**Suitability
Questionnaire**



**OnTarget
Proposal
Generator**



**Strategy
Research
Reports**



**Strategy
Fact Sheet**



**Illustration
Generator**



**My Business
Analyzer**



**Crash Test
Analyzer**



Providing the solutions

7 FPI educational tracks

- Principled Investing
- Working with a TAMP and with SMAs
- Small accounts
- Variable annuities
- Being a proactive advisor (OnTarget)
- Individual workplace retirement accounts
- Group retirement accounts



We can help

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Questions?

Please type any questions
into the chat box to the right.