

The Financial Advisor Practice Life Cycle Assessment CRB

Which life cycle best describes your current practice? Think about the **challenges** you face in that life cycle as you plan how to grow your practice, the **resources** and tools you need to support to pursue them, and the **benefits** you will derive from the choice you make.

SAMPLE FINANCIAL ADVISOR PRACTICE CRB FOR GROWTH CYCLE

STEP ONE: IDENTIFY OPPORTUNITIES FOR GROWTH					
Growing Organically by Marketing and Referral			Growing by Acquisition		
STEP TWO: ANALYZE AND COMPARE CHALLENGES, RESOURCES AND BENEFITS					
Challenges	Resources (Time, \$, People)	Benefits (AUM, Clients, Net Profit)	Challenges	Resources (Time, \$, People)	Benefits (AUM, Clients, Net Profit)
STEP THREE: CHOOSE BEST OPTION TO ACCELERATE GROWTH AND ENHANCE PRACTICE VALUE					
Timeline	Budget		Action Steps		

SAMPLE FINANCIAL ADVISOR PRACTICE CRB FOR GROWTH CYCLE

STEP ONE: IDENTIFY PRACTICE EXIT OPPORTUNITIES					
Exit by Selling the Practice			Exit by Closing the Practice		
STEP TWO: ANALYZE AND COMPARE CHALLENGES, RESOURCES AND BENEFITS					
Challenges (To whom? At what valuation?)	Resources (Time, \$, People)	Benefits (Net profit, life style, retirement)	Challenges (Impact on lifestyle cash flow)	Resources (Time, \$, People)	Benefits (Lifestyle, health retirement),
STEP THREE: CHOOSE BEST OPTION TO ACCELERATE GROWTH AND ENHANCE PRACTICE VALUE					
Timeline	Budget		Action Steps		