CLS Investments and ECHELON Partners Release Latest White Paper on Future of Financial Advisor Succession Planning

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CLS Investments, LLC ("CLS"), a third party money manager and a leading manager of exchange traded funds ("ETF") portfolios, has partnered with ECHELON Partners (ECHELON), a leading investment bank serving the wealth management industry to release the latest white paper in its Advisor IQ series: Bridging the Internal Succession Gap: Strategies for Managing the Transition Between Selling Owners and Employee Buyers.

CLS and ECHELON each have long track records of producing thought leadership on succession planning via white papers, byline articles and conference presentations. This particular white paper addresses the general lack of education and available information around advisor succession planning that is leading to major challenges for the long-term health and sustainability of the industry. According to ECHELON, 20 percent of advisors industry-wide plan to retire or leave the industry within the next 10 years—with 60 percent of those planning for an internal succession versus a sale to a third party. The problem: 80 percent of all practice owners do not have a succession plan of any kind in place.

Through collaborative research and shared insight, CLS and ECHELON have constructed this white paper to address the following:

- The root cause of the investment advisor industry's lack of understanding around succession planning.
- Why internal succession is often preferable to a third party sale.
- The unique challenges associated with internal succession planning and actionable strategies to overcome them.
- Step-by-step "how-to" succession planning for advisors.

"Succession planning in our industry tends to be a term that is tossed about very broadly," said Todd Clarke, Managing Director of NorthStar Financial Services Group, LLC. "We feel that a topic of this magnitude, particularly given advisors' apprehension to discuss it, warrants a deeper dive—giving firms and their advisors the information necessary to protect the future of the wealth management industry."

To view the webinar, visit https://clsinvest.wistia.com/medias/amovm9rsci.

For more information about CLS, please visit www.clsinvest.com.

For more information about ECHELON Partners, please visit http://www.echelon-partners.com/team-partners/