

ECHELON PARTNERS EXPERIENCING GROWING MOMENTUM IN RIA M&A MARKETPLACE

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ECHELON Partners, a leading investment bank focused on the wealth & investment management industry, announced today the growing momentum in its core wealth management Mergers and Acquisitions business. After a record year of M&A advisory activity in 2016, ECHELON is contributing to the continued momentum in wealth management M&A, advising on two of the largest transactions in the first four months of 2017. With the completion of these recent assignments, ECHELON has now advised more than 70 wealth management firms with over \$1 billion in AUM.

According to the recently released ECHELON RIA M&A Deal Report™, the fastest growing segment of RIA M&A is occurring at the top end of the market as billion dollar firms are identifying inorganic growth as a powerful way to leverage their size and scale.

"As the wealth management industry continues to consolidate at the top-end, we are seeing extensive interest in our total platform approach of valuation, M&A advisory and management consulting services," said **Dan Seivert**, CEO of ECHELON Partners. "The Massey Quick – William E. Simon & Sons merger and the recent acquisition of Bordeaux Wealth Advisors by Focus Financial are excellent examples of how M&A is driving the industry's transformation as RIA firms seek to gain further scale and access to capital to accelerate their own growth plans."

Founded in 2003, Massey Quick is a leading wealth management and investment consulting firm which provides services to individuals, families, endowments, foundations and single family offices. Massey Quick focuses on providing a unique investment management solution, with an emphasis on investment expertise and innovation, a focus on long-term investing, and a guiding principal of personal commitment, ethics and integrity.

William E. Simon & Sons is a family office, which serves former Treasury Secretary William E. Simon's children and grandchildren. It's Co-Chairmen, Peter and Bill Simon, add significant expertise in public and private capital markets, venture capital and real estate to the leadership team at the newly formed Massey Quick Simon.

ECHELON worked extensively with the leadership of Massey Quick to analyze the combination of the two firms, providing valuation, management consulting and merger advisory services. ECHELON is a long-term partner of Massey Quick, having worked with the leadership of Massey Quick on numerous projects in the past.

"ECHELON's merger process and detailed valuation models provided the tools to work smoothly and efficiently through the deal process, and paved the way for seasoned Wall St. veterans to quickly find common ground on the key quantitative elements of the deal," said Stewart Massey, Founding Partner of Massey Quick Simon.

ECHELON also recently advised Bordeaux Wealth Advisors on their sale to Focus Financial Partners, which was ECHELON's fourth transaction involving Focus Financial. Bordeaux Wealth Advisors originated out of Brownson, Rehms & Foxworth, a well known \$10 billion RIA with offices in Silicon Valley, Chicago, New York and Atlanta. Bordeaux Wealth Advisors, a \$2 billion RIA, serves ultra-high net worth clients including entrepreneurs, corporate executives, technology professionals and principals of private equity and venture capital firms.

With a focus on succession planning, Bordeaux Wealth sought out Focus Financial to provide needed capital and leverage to plan for the future of the firm. "ECHELON Partners was extremely helpful in getting the deal done," said Tom Meyers, CEO of Bordeaux Wealth. "Dan and his team were instrumental in helping us navigate a fairly complex financial transaction and we look forward to working with ECHELON in the future."

“We have been delighted by the industry’s reception of our total-platform approach, which is a differentiator compared to other investment banks who only offer M&A services,” said Seivert. “As the wealth management industry continues to be impacted by large, macro-trends such as new technology-enabled competitors, changing regulations and shifting consumer expectations, we anticipate that the pace of deal-making will continue to increase. We look forward to continuing to invest in the ECHELON Partners platform to be the go-to resource for industry participants.”

About ECHELON Partners

Founded over 15 years ago, ECHELON Partners <http://www.echelon-partners.com> combines the high quality expected of a large investment bank with the high-touch expected of a personal boutique. Compared to traditional investment bankers, ECHELON Partners offers a total platform approach of investment banking, valuation and management consulting services - bringing together financial advisory, strategic consulting, and senior-level operational experience to each engagement. ECHELON's keys to successfully serving clients are a deep understanding of the wealth and investment management industry, an extensive network of contacts and strategic partners, a powerful set of processes and databases, integrity, and trust. ECHELON Partners is committed to bringing all of these qualities to every client assignment. With a track record spanning hundreds of engagements ECHELON's team understands the unique needs of owners and executives in the financial services industry.
