

## BUCKINGHAM FINANCIAL SERVICES ACQUIRES TURNKEY (401)K PROGRAM

Advisors Access will be offered by BAM Advisor Services (BAM), a Buckingham Family company. According to a press release from Buckingham, the program gives independent registered investment advisers (RIAs) the tools and support they need to effectively compete against the largest providers in the 401(k) market. The program includes adviser-managed portfolios, access to exclusive institutional investments, one-on-one advice, fee transparency, and the fiduciary liability protection of working with both an ERISA 3(21) fiduciary adviser and an ERISA 3(38) investment manager.

The Advisors Access program will be offered in addition to BAM's platform of RIA support services, which include back-office, technology, fixed income, marketing, compliance and risk management. Like BAM, Advisors Access maintains an emphasis on passive investing, the release said.

"With the addition of the Advisors Access program to our family of services, BAM will greatly enhance its one-stop shop for value-added services that help RIAs focus on growing their asset levels, while providing an exceptional client experience," said Mont Levy, CEO of BAM Advisor Services, in the announcement.

Advisors Access was acquired from Capital Directions, a fee-only RIA with more than \$800 million in assets under management. Advisors Access will maintain its name and will continue to be managed by Capital Directions. The terms of the deal were not disclosed.

***ECHELON Partners advised the management of Capital Directions on the sale of Advisors Access***

### ABOUT ECHELON PARTNERS

ECHELON Partners (ECHELON) was formed in 2001 to offer investment banking and consulting to a subset of the financial services industry known as "investment product developers and distributors" (IPDADs). Since that time, ECHELON's professionals have helped hundreds of senior executives envision, initiate, and execute a multitude of complex business strategies and transactions. ECHELON's business is making companies more valuable through delivering advice and orchestrating transactions. Accordingly, ECHELON measures its success in the enterprise value it creates for its clients. Companies that strive to outperform their peers choose to work with ECHELON because we are as passionate about their results as they are.

**Daniel Seivert**

Managing Director

dseivert@echelon-group.com