

BEST CONFERENCE FOR ADVISORS LOOKING TO BUY (OR SELL): ECHELON DEALS & DEALMAKERS SUMMIT

10/23/2017 Originally Published by Michael Kitces, Kitces.com

Given the aging of the average financial advisor, and the ongoing shortage of young advisor talent (as there are more CFP professionals over the age of 70 than there are under the age of 30!), the reality is that many or even most financial advisors will not be able to complete an internal succession plan as they won't be able to find a successor (or won't have the time or inclination to train and develop them). As a result, more and more advisory firms are being sold instead, with some estimates that there are as many as 50(!) interested buyers for every advisory firm seller!

In turn, the rise of advisory firm dealmaking has led to the rise of advisory firm deal-making platforms, consultants, and investment bankers, including FP Transitions, DeVoe and Company, Succession Resource Group, Advisor Growth Strategies, and **ECHELON Partners**. And it's **ECHELON Partners** that ultimately decided to go one step further, launching its own "Deals and Dealmakers" semi-annual conference, to both provide a forum for the leading acquirers (and consultants and platforms that work with them) to discuss the latest trends and best practices in advisory firm mergers and acquisitions.

The conference agenda includes the latest industry statistics on deal-making from **ECHELON's** own CEO **Dan Seivert**, along with sessions from leading advisory firm acquirers about what's working (and what's not) when integrating an acquired firm, to how to complete advisory firm acquisitions successfully (from deal terms to negotiating tactics).

Notably, the Deals and DealMakers (DDM) Summit is also an opportunity to actually meet potential acquirers, for those advisors who are actually looking to sell. Although in practice, the focus of the conference agenda (and the majority of attendees) are acquirers looking for insights on trends and best practices, which means firms looking to acquire should attend for the content (and not just in search of on-site deals). And may be interesting perspective for advisory firm owners who plan to sell in the future, and want to get some better insight into how buyers might be looking at the deal.

Who Should Attend: Advisory firm owners that are involved in acquiring other advisory firms, or who would like to be, and want to understand M&A trends and best practices, and network with consultants and platforms that may be available to support them. Or potential advisory firm sellers looking for buyers, or at least looking for perspective on what buyers want (if planning for a future sale).

Details: September 12th and 13th at the Island Hotel in Newport Beach, CA

Cost: \$795 for financial advisors (and \$995 for non-advisors), with no Early Bird discount. However, Nerd's Eye View readers get a \$80 off with the discount code KITCES up through August 1st!

Conference Website: **ECHELON Deals & Dealmakers Summit**