AVAILABLE FOR ACQUISITION

Legal Services for Financial Advisors

Serving Registered Representatives and Wealth Managers

U.S. Region	2021 Est. Revenue	2021 Est. EBITDA
Mountain	$12,000,000	$3,633,000

This rapidly growing firm provides legal-related and business advisory services to over a thousand financial advisors and wealth managers throughout the United States. Primary services include the elimination of public disclosures contained in the regulatory histories of clients, representation in customer and industry arbitration, civil litigation, practice creation and transition, acquisition lending, and regulatory investigation and litigation defense. The Company has advocated for the interests of over 1,000 financial advisors. It has developed a valuable and comprehensive proprietary database of financial professionals – leveraged by its systematic marketing approach to cultivate new clients. Its competitive edge is attributed to an expertise in a highly defined market niche, outstanding client service, and unique business structure that allows for robust marketing efforts supported by a call center and large sales team.

Investment Considerations:

Highly Defined Market Niche: The Company strictly advocates for the interests of financial professionals, helping them protect and expand their largest asset - their careers. This differentiation sets the Company apart from its competitors who focus on the broader market of retail investors.

National Reach: The Company started less than five years ago, and within a short period of time has developed into a national brand. Revenue is generated from over a thousand clients throughout the US with the largest percentage coming from New York, Florida, and California.

Strong Management Team: The Company's management team, including its young owners, may provide strong leadership and business continuity for new ownership. The sellers are in their 40's and are open to employment opportunities and rollover equity.

Proprietary Database: All marketing efforts originate from the Company's dynamic and real-time proprietary database of financial advisors and wealth managers. The call center and email marketing generate leads and the sales professionals meet with prospective clients to generate new business.

Rapid Historical Growth: Revenue grew from $5,239,000 in 2018 to $9,277,000 in 2020 at a compound annual growth rate of 33%. Resistant to economic contractions and the Covid-19 pandemic, the Company's revenue is expected to increase another 29% in 2021 to reach an estimated $12,000,000.

GENERATIONAL EQUITY

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