

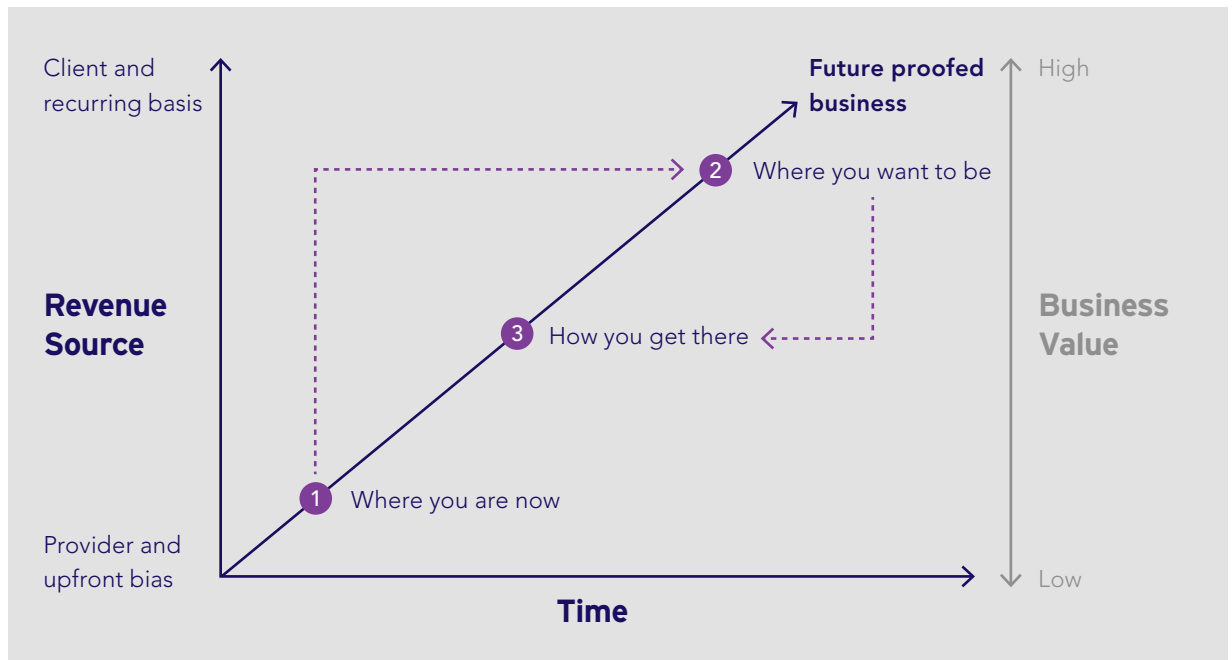
# IFA Business Transition Plan.

Firm:			
Business Consultant:		Date:	

## Business description (first 4 items should be copied into the due diligence document):

Business Model:	
Target market and client segmentation:	
Remuneration model:	
Existing systems and procedures:	
Vision statement:	

## The Planning Process.



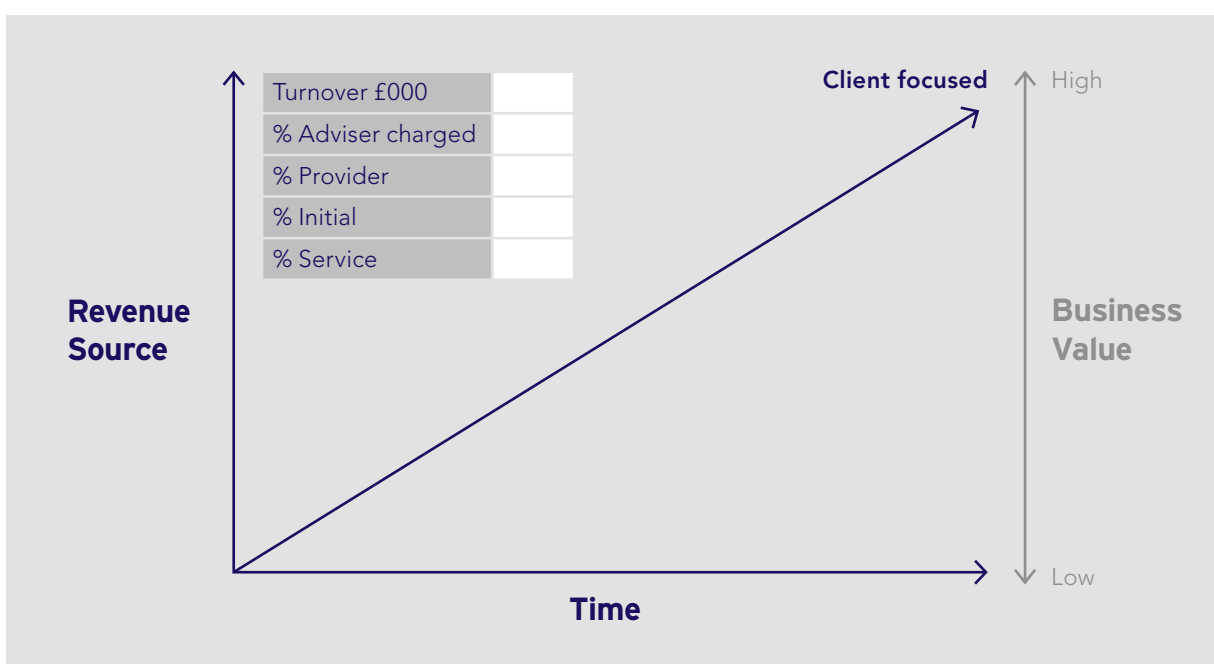
### 1. Current situation: where you are now

Revenue breakdown		% of total
Total revenue		
Provider/commission based		
Client based (adviser charged)		
Initial (non-recurring)		
Recurring		
Estimated Assets under Advice ("AuA"):		
Investment		
Pensions		
Total		
AuA on TP Wealth Platform		
Clients on database		
Total clients		
Clients with policies/plans		

## 2. Future situation: where do you want to be, and by when

Revenue breakdown		% of total
Total revenue		
Provider/commission based		
Client based (adviser charged)		
Initial (non-recurring)		
Recurring		
Estimated Assets under Advice ("AuA"):		
Investment		
Pensions		
Total		
AuA on TP Wealth Platform		
Clients on database		
Total clients		
Clients with policies/plans		

## Plot The Future.



### 3. Business Transition Plan: How to get there

#### Principles:

1. Always work to your vision statement
2. Determine the business average hourly rate
3. Use adviser charging on all business transactions
4. Place all new business on the Wealth Platform wherever possible
5. Analyse and segment existing client base for opportunities to add value to clients and the business
6. Work in partnership with the consultant to achieve the business goals

#### Strategy:

# IFA Business Transition Plan.

Strategy (continued):

To follow up:

Signed by Business Principal:

Date:

Signed by TP Business Consultant:

Date:

## Next Steps:



Please email to: [platform@tpllp.com](mailto:platform@tpllp.com)



**Head Office:** True Potential, Waterfront 4, Newburn Riverside,  
Newcastle upon Tyne, NE15 8NY

**London Office:** True Potential, 42-44 Grosvenor Gardens,  
London, SW1 0EB

T: 0871 700 0007 E: [discover@tpllp.com](mailto:discover@tpllp.com) [www.tpllp.com](http://www.tpllp.com)

