

## DOL Succession Planning

As the face of our industry changes, we need to understand our options and make informed decisions moving forward. One of the largest changes we've seen in our industry is the Department of Labor's Fiduciary Rule ("DOL"). The DOL is altering the entire landscape of how we do business, with whom we do business and whether it makes sense to continue doing business.

Advisor Group has committed tremendous resources to helping advisors work through the required changes created by the DOL. Still, there may be some advisors who will decide this is simply not what they signed up for, and not the type of onerous regulation under which they can run their business.

For some advisors, however, Advisor Group's succession planning offerings will be the light at the end of the tunnel. We support our advisors by offering leading succession planning resources to help those who want to sell their business, or the part affected by the DOL. Resources include help in valuing these businesses; selling all or part of the business and helping transition clients to advisors who specialize in the type of accounts/clients that will be affected by this regulation.

Your business may be one of the most valuable assets you own. Advisor Group is constantly looking for qualified buyers who are able to continue your legacy and care for your clients as you have. We are still in an era of having more buyers in the market than sellers. However, we are already beginning to see the tides change with an accelerated number of sellers. We can help you identify a buyer, assist with valuation and deal structuring, and provide transition assistance for you and your clients.

If you are interested in more information about succession planning or selling your business due to over regulation, or if you are simply ready to retire, please reach out to your Business Development Manager, RVP, IMO, OSJ, or visit **Advisor Portal** under **Business Development / Succession Planning** for more information.



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