



XML Financial Group Merger Profile | June 2018

Whether you are a solo broker or an established practice, a partnership with XML Financial Group (“XML”) offers value-added benefits designed to help jumpstart business development, customize technology and succession planning.

Through our partnership with Focus Financial Partners, we can help you achieve your business objectives with the scale, economics and best practices of a much larger firm.

The XML model can help enable you or your team to increase your effective payout while also working towards growth incentives through earn-outs and the potential to participate in a future liquidity events. XML can also establish attractive incentive pools for both current and future key employees

Breaking away and launching an advisory firm on your own can be an overwhelming process – but not with XML and Focus Independence Services. While you stay focused on your clients, we take care of everything else. We provide the preparation, organization and transition support capabilities you need to make going independent a turnkey process.

We have experience with guiding both individuals and advisor teams, just like yours, toward becoming entrepreneurs with thriving practices designed specifically for the way they want to do business. If you’re ready to tap into the power of independence and the credibility, capabilities and expertise of independence, consider joining XML Financial Group and be part of building what you have always envisioned.

Client Service Model

- Fiduciary model
- Fee-only
- Continuous wealth management or willingness to add services

- Compatible investment philosophy
- High client retention
- Strong compliance culture (no compliance issues)
- Relatively low client/advisor ratio
- High interest in firms that target and serve some of our key segments
- Interest in firms with unique client service capability.

Staff/Ownership

- Acquire senior/junior level talent
- Professionally qualified (preference for advanced degrees or certifications)
- High integrity
- Longevity/tenure
- Improve brand awareness

Geography

- Baltimore-Washington, DC Metro Area (Rockville and Northern Virginia)
- Expand our national footprint

Size/Economic Opportunity

- Sunset Advisors
- Penalty box wirehouse advisors
- Smaller IBDs or RIAs
- Strategic larger merger
- Disciplined transaction multiples/structures

Size/Economic Opportunity for Strategic Hires

- To be evaluated on a case-by-case basis
- Interest in increasing our bench talent: support staff (trade executions), servicing advisors, financial planners, etc.

For more information, please contact Brett Bernstein,
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