



SKYVIEW®
LISTING | INVESTMENT BANKING | FINANCING

www.SkyView.com

Synchronized **M&A** Solutions®



SkyView is a boutique investment bank and specialty lender dedicated exclusively to supporting the entrepreneurship of independent and registered investment advisors.

SkyView offers **listing services** via the Advisory Practice Board of Exchange, **M&A consulting** from our investment banking team, and **access to bank financing** through a national network of progressive, well-capitalized lenders. SkyView's Synchronized M&A Solutions[®] provides financial advisors with a cohesive and efficient experience to implement and execute their M&A initiatives.

SYNCHRONIZED M&A SOLUTIONS[®]

*SkyView offers integrated listing,
investment banking and financing solutions:*





Search, select & finance
advisory practice M&A

www.APBOE.com

The **Advisory Practice Board of Exchange (APBOE)** is a financial advisor marketplace to buy and sell wealth management practices. APBOE is a neutral site for multiple third-party valuation providers, M&A consultants, investment banks and independent broker dealers to list sellers, search buyers, and ultimately sell practices.

SELLER BENEFITS:

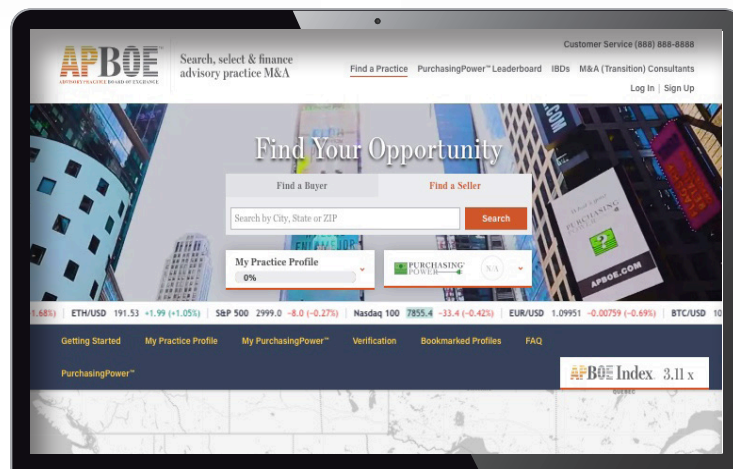
- Complete anonymity and data security;
- Access to PurchasingPower score of interested buyers, which indicates a buyer's readiness and creditworthiness to acquire a practice;
- M&A representation to ensure most attractive listing prices, promote a seamless transaction and create deal structure that is eligible for bank financing; and,
- Bank financing analysis to determine the amount of financing a seller's practice qualifies for prior to setting a list price.

BUYER BENEFITS:

- No subscription fees;
- Seller search functionality that provides clear results on verified opportunities;
- PurchasingPower™ platform to determine your creditworthiness and readiness to acquire a practice; and



- Access to conventional and SBA lenders for up to 100% of the purchase price.





SkyView Investment Banking focuses exclusively on providing small to mid-market independent and registered investment advisors access to our tenured investment banking team to address your M&A initiatives. From initial strategic planning through the successful closing and funding of your transaction, our investment banking team has industry-specific expertise to guide your M&A transaction to close.

CHOOSE YOUR LEGACY

Who do you want to sell your wealth management practice to and how do you want to sell it?

Advisors can source prospective buyers from within their current practice with an internal sale or from a buyer outside their organization. There are pros and cons to each sale type:



EXTERNAL SALE

Sale to an advisor
outside of your practice

PROS

- Can collateralize two practices for financing
- External buyers may have higher personal net worth

CONS

- Potential different service model & investment philosophy
- No pre-existing relationship with client base



MERGE-IN®

Combines a sale to an external buyer
and a junior partner

PROS

- Liquidity event for seller with bank financing at attractive multiples
- Internal advisor to maintain continuity of service model and investment philosophy
- External advisor with tenured experience to co-manage firm

CONS

- Higher level of coordination required for buyers and seller
- Junior partner does not retain complete ownership at close



INTERNAL SALE

Sale to an advisor
within your practice

PROS

- Continuity of service model & investment philosophy
- Pre-existing relationship with client base

CONS

- Junior buyers may not have enough financial strength
- Financing contingent on collateralizing one practice only

In addition to flexibility around selling to an advisor inside or outside the practice, today's financial advisors have multiple sale structure options, including the following:



COMPLETE SALE

- Full sale of practice
- Cash at close
- Planned transition over 12-24 months



PARTIAL SALE

- Sell in planned increments over a scheduled period of time
- Liquidity event



SELL & CONSULT

- Full sale but seller remains engaged for an agreed-upon period of time
- Established post-sale role for the seller



MOVE TO ACQUIRE

- Buyer transitions to the seller's broker/dealer/custodian
- Operations continue under the seller's brand





SkyView Partners focuses on providing access to financing exclusively for RIA acquisitions, mergers, successions and debt restructures. SkyView has partnered with over twenty-five regional and community banks across the country via our digital Lender Marketplace.

SkyView Partners' Standard Loan Structure*

2%
ORIGINATION FEE
(can be financed into loan amount)

COMPETITIVE
FIXED RATES

7
YEAR TERM

7-10
YEAR AMORTIZATION

* This above constitutes a proposal and is not a commitment to lend. The fee, rate, terms, and conditions are for informational purposes only and will require formal credit underwriting and approval.



PROVIDES

100%
BANK
FINANCING

Bank financing for up to 100% of the purchase price

zero
SELLER
FINANCING

Zero seller financing required

zero
FEE
SURPRISES

Zero fee surprises from our network of banks

RESULT:

SELLERS: Receive immediate liquidity.

BUYERS: Enjoy competitive rates, longer repayment periods, and lower monthly payments.