

VIEW



SKYVIEW PARTNERS™
Advisor financing and banking solutions

What's *your* PurchasingPower™?



PurchasingPower™ is a scoring methodology that gauges the creditworthiness and readiness of a buyer's ability to acquire another wealth management practice.

With 50 buyers for every seller in the financial services industry, PurchasingPower™ scores provide potential sellers with increased transparency into your strength as a prospective buyer and efficiency in the screening process.

Rankings allow buyers to make themselves stand out from others and sellers to determine which buyers may be most desirable to purchase their practice, whether they are across the country or across the street.

Key factors that determine your PurchasingPower™ score:

- Completion of Online Buyer Profile
- Completion of Credit Qualification Questionnaire
- Banking relationship with SkyView network bank
- Access to liquidity (buyer capital or access to line of credit)
- Current Valuation from a verified valuation partner
- Utilization of practice management consulting program

For more information, go to www.skyview.com and click on "Power" to access SkyView's PurchasingPower™ Calculator. The Calculator allows buyers to get an estimate of their respective PurchasingPower™ score.



SkyView Partners sponsors M32 catamaran

On Sunday, June 23, the SkyView Partners M32 catamaran returned to Lake Minnetonka for a second time, capturing the fourth annual Wayzata Match Cup.

The race took place in Wayzata, Minnesota, and featured four world-class match racing teams from around the globe. Each team competed on high-performance M32 catamarans, towering 60 feet high and reaching speeds of over 25 miles per hour.

The SkyView Partners catamaran was skippered by Jennifer Wilson, leader of Team Convergence. In the face of tough competition, SkyView Partners brought home its second Match Cup win in two years.

Q2 BY THE NUMBERS



Total Loans Closed:
\$26,061,000



Average Multiple:
3.1x



Average Amortization:
10 years



Conventional vs. SBA:
Conventional: 70%
SBA: 30%



Average Loan Amount:
\$3,257,625



Average Rate:
7.26% (excluding the WSJ+50%)



Average Term:
7.75 years (excluding 100k LOC)



Conventional financing paves the way for partial buyout optionality

As wealth managers, we know and preach the benefits of investment diversification to help clients reach their retirement goals. However, we often fail to realize we should take our own advice and diversify our holdings tied up in our advisory practice.

Through a partial sale, senior advisors can immediately monetize some of their practice value by selling a portion of their practice to an existing or junior partner. This benefits not only the senior and junior partner, but also helps your valued clients by ensuring a smooth transition and continued high-service model.

Completing a partial sale of your practice can help you accomplish the following:

- Increase personal liquidity
- Diversify personal net worth
- Maintain control of your practice (sale of less than 50% of ownership)
- Continue your employment
- Increase junior partner's ownership and engagement in your practice



SkyView Partners is focused exclusively on the financing needs of independent and registered investment advisors. We provide financial advisors with guidance and capital for practice succession, acquisition, merger, and debt refinancing.

ON THE HORIZON

We're excited to announce the launch of our latest venture coming soon.

The Advisory Practice Board of Exchange (APBOE)



is a marketplace for financial advisors to buy and sell wealth management practices. APBOE is a neutral site for multiple third-party valuation providers, independent broker dealers, and M&A consultants to list sellers, search buyers, and ultimately sell practices. Sellers on APBOE can ascertain creditworthiness and practice readiness of prospective buyers with APBOE's PurchasingPower™ scoring methodology. Buyers on APBOE can increase their likelihood of acquiring practices by receiving a verified PurchasingPower™ score. At transaction closing, APBOE provides access to bank financing to fund wealth management practice M&A. Look for APBOE's official launch next month!

SkyView STORIES

Partial Practice Sale: A Win-Win Scenario

Today's independent and registered investment advisors have increased flexibility in how they liquidate their ownership. Far in advance of retirement, financial advisors can appreciate some of the benefits of retirement, including increased liquidity and lifestyle.

SkyView Partners recently funded a partial practice sale. The transaction was structured as follows:

- Sole owner and founder sold 48% of his practice
- Two junior advisors became partners – each acquiring 24% in the transaction
- Majority owner maintained control (52%) of the practice
- Majority owner enjoyed a significant liquidity event – \$3.4 million
- Majority owner remains with the practice today in the same position

Our Team of financial services industry veterans are uniquely qualified to provide you with the transaction structure and funding partner to accommodate your "pre-retirement" retirement plans!

For more information:
www.skyview.com



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