leapUP
with United Planners

Legacy
Exit
&
Acquisition
Planning
Strategies

Take required LEAPS in your practice… Legacy, Exit & Acquisition Planning Strategies… offered by United Planners

Legacy, Exit & Acquisition Planning Strategies (LEAPS)

Legacy Planning, Exit Planning & Acquisition Planning Strategies are now offered by United Planners. It is time to ensure your family and clients are protected. Continuity plans can cover unexpected events, while succession plans can cover planned exits. Finding the right person to succeed you can be a challenge. UP can help with our Successor Search Solutions! Together with our internal resources along with our Silver, Gold and Platinum level offerings, we can help match you with like-minded advisors. In addition, we can help coach you through a successful transition. Our partnerships with external resources will substantially reduce the costs of documenting your intentions. Take new LEAPS in your practice!

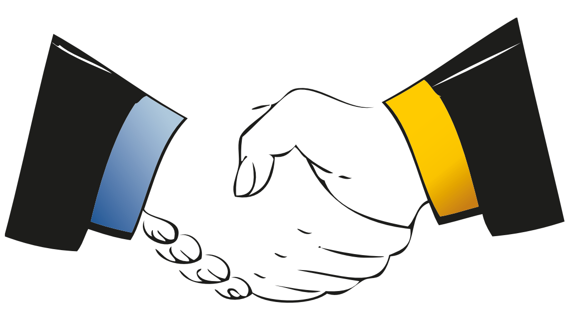
The outlined Successor Search Solutions offerings contained in this brochure detail the various levels available to assist in the process of securing the continuity or succession of your practice.

Why take LEAPS now?

- 93% of advisors don't have an appropriate legally binding contract for succession
- Average age of advisor is 55
- 92% of advisors recognize its high risk to not have a succession plan
- 44% are planning to develop a plan
- 75% don't know the current value of their practice

It's an all-too-familiar story in our business... unfortunate events such as a sudden accident, divorce, illness, death or other lifechanging scenario can alter our lives and our business in an instant. Entrepreneurs of any magnitude face this challenge as the years go by and both the advisor and their businesses age. Approximately 90% of financial advisors are not prepared for the potential ramifications that will result if business is interrupted. There is not a better time to modify, and in most cases, create a succession plan and continuity*.

After all, you are a planner, start your planning today!



*Source: 2012 Investment News Succession Planning Study

Successor Search Solutions:

Silver Level

- A list of registered persons within a 15 mile radius from the branch location
- Drip mail letter will focus strictly on the advisor's offering and value proposition (samples available)
- Leads directed to advisor/screening done by advisor— mailer done by advisor
- UP Succession/Successor packet

Cost: postage + $250

Platinum Level

- Targeted drip mail campaign in the desired area to a 50 mile radius
- Customized target letter/mailer
- An email to those we have email addresses for
- Leads directed to your UP Succession Coach
- Coaching by UP Succession Coach (3 hours max)
- Succession Blueprint
- Prequalification of leads with 3 guaranteed meetings with candidates
- UP Succession/Successor packet
- Business Valuation (1 per year, max)*

Continuity Plan & Succession Plan*

Cost: $3000

Gold Level

- Targeted drip mail campaign in the desired area to a 25 mile radius
- Customized target letter/mailer sent by H.O.
- An email to those we have email addresses for
- Leads directed to your UP Succession Coach
- Coaching by UP Succession Coach (2 hours max)
- Succession Blueprint
- Prequalification of leads
- Business Valuation—1 per year, max* ($500 value)
- UP Succession/Successor packet

Cost: printing/campaign design, postage + $600

- Continuity Plan add $500* (up to $450 discount)
- Succession Plan add $1500* ($250 discount)

A La Carte

- Business Valuation—1 per year $500*
- Continuity Plan $500 - $950*
- Succession Plan $1750*

* Provided by SRG (additional costs may apply)

Lending Resources Available

All Prices subject to change—limited time offer

Results not guaranteed

Get Started Today

1) Contact Partner Development to have an initial discussion with a UP Succession Coach

2) Complete your Sign Up Form

3) Complete the appropriate intake form(s)

4) Put your mind at ease, knowing you've begun taking required LEAPS

A Partnership of quality investment professionals
mutually committed to exceeding client expectations.

7333 E. Doubletree Ranch Road `
Suite 120
Scottsdale, AZ 85258

Kris Cunningham
Advisor Relationship Manager
kcunningham@upfsa.com