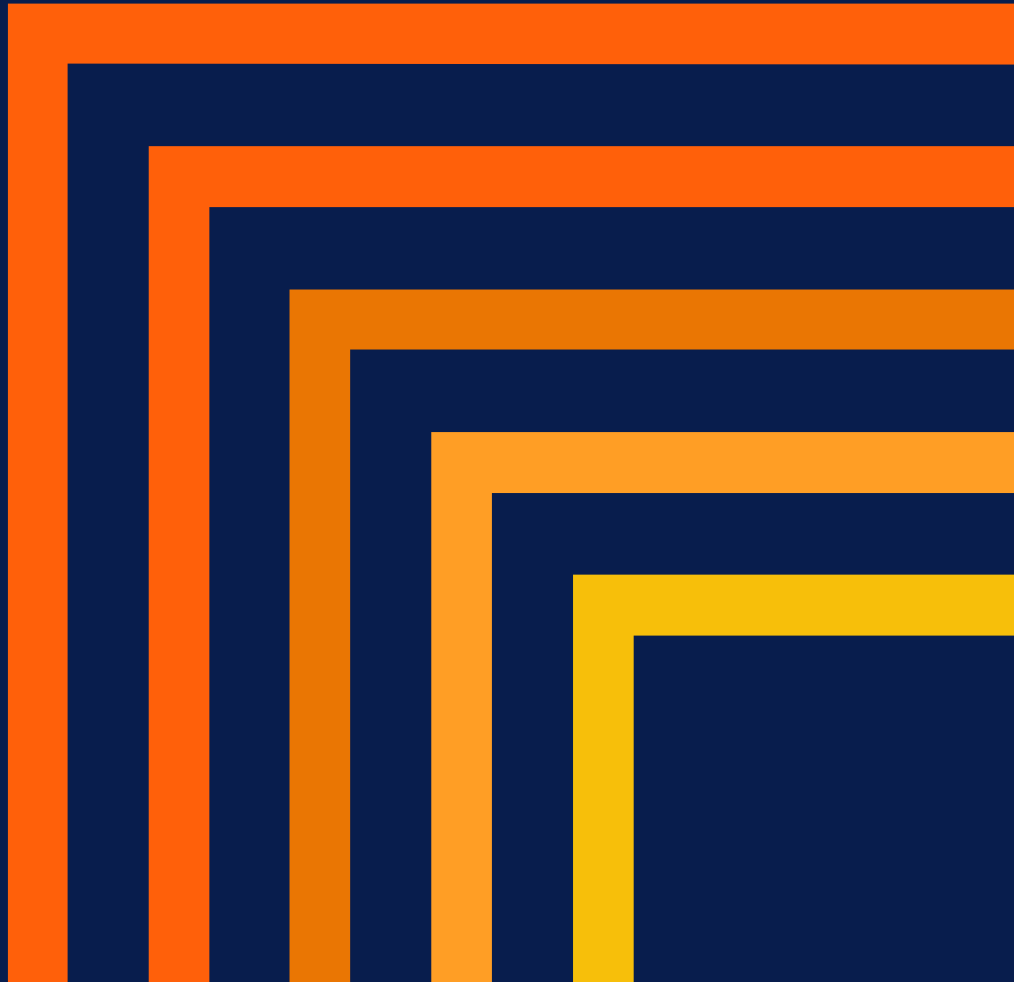


INDICATION OF INTEREST TIP SHEET

M&A SOLUTIONS

Premium Buyer Program



Indication of Interest Tip Sheet

M&A Solutions

Best Practices to Follow When Submitting an IOI

An Indication of interest (IOI) is a non-binding formal letter completed by the buyer and addressed to the seller, with the purpose of expressing an interest in purchasing their practice. Below you will find tips on how to best complete the IOI form. Please note that you must visit the Premium Buyer Portal in ClientWorks to submit your IOI.

The 4 digit rep ID used as primary identification in LPL systems

Explain in detail why you're the most attractive and qualified buyer for this practice. Have you completed an acquisition in the past? Do you service a niche group of clients?

We've noticed that buyers who provide supplemental materials with their submission have a higher chance of being selected by the seller. Examples we have seen include firm one-pagers and specific acquisition experience flyers.

INDICATION OF INTEREST (IOI)

M&A Solutions Acquisition Opportunity Ref #123456789

If you are interested this specific M&A Solutions Acquisition Opportunity, please take the time to complete this form. Completing this form allows the seller to evaluate the fit of your practice with the seller's. This IOI form will be reviewed by the seller.

Full Name: Click or tap here to enter text.

Master Rep ID: Click or tap here to enter text.

Website: Click or tap here to enter text.

Please describe your sources of funds or your financing options to complete an acquisition? (Examples include personal capital, business LOC, LPL Acquisition Loan program, etc.)

Click or tap here to enter text.

Please provide a summary of your value-added capabilities. What makes you the best fit for the Seller?

Click or tap here to enter text.

Please explain how acquiring this Seller's business fits into your strategic vision. If you are located outside of the Seller's geographical area, please address that. How would you be able to service the acquired clients?

Click or tap here to enter text.

You may also submit marketing documents along with this IOI that could help the Seller better understand your practice.

Member FINRA/SIPC

 LPL Financial

How do you plan on financing the transaction? It's acceptable to list sources of funding

How does your strategic vision align with acquiring this practice? Provide specific examples as to how you plan on servicing clients if you do not currently have a local geographic presence.



Indication of Interest Tip Sheet

M&A Solutions

Supplemental Questions

In addition to the questions listed on the previous page, we ask the following questions to provide the seller with further details about your practice. This information helps the advisor see the full picture of your practice.

1. How many advisors does your practice employ?

Employees that meet licensing requirements to manage client assets.

2. How many staff members does your practice employ?

Employees that are not advisors such as marketing, administrative support, and compliance.

3. Where is your primary office located?

If you have more than one office, please list those locations as well. Be sure to include the city and state. In the event you're not located in close proximity to the seller's locale it will be important to understand why you would be the best fit, are you looking to set up a satellite office, do you travel there regularly, etc.

4. What's your total AUM?

Indicate whether these assets are your personal book of business or comprise the firm as a whole.

5. Do you leverage any technology for your business?

Does your practice utilize any CRM systems or financial planning software? Examples include Salesforce, Redtail, Junxure, eMoney, MoneyGuidePro, and Naviplan.

6. Additional notes to seller

Here's your opportunity to share any details with the seller that may not have been captured in your previous responses. Details that may be worth sharing are how you hope to work together with the transition of clients or any additional services offered through your business.

Next Steps

Once you have successfully submitted your Indication of Interest through the Premium Buyer Portal, the M&A Solutions team will deliver your submission to the seller. From here, the seller will review the list of interested buyers, which typically takes 3-4 weeks after the IOI deadline. Once we receive feedback from the seller, the M&A Solutions team will notify you regarding the status of your submission.