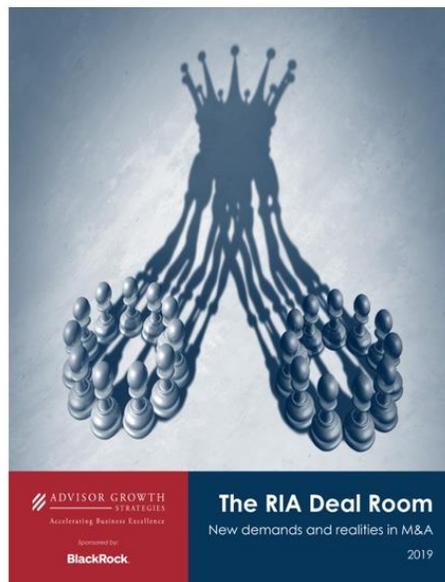


Inside the RIA Deal Room: Advisor Growth Strategies, With Support From BlackRock, Unveils New M&A Study

Newsfile Corp.

Changing dynamics within the RIA M&A landscape revealed, misconceptions of deal mechanics debunked

Phoenix, Arizona--(Newsfile Corp. - October 31, 2019) - - Nov 1st, 2019 - [Advisor Growth Strategies](#), a management consulting and transaction advisory firm serving financial advisory firms and institutions, today announced the release of a special research report called "The RIA Deal Room." Sponsored by [BlackRock](#), the study provides unbiased, data-driven insights into the changing M&A landscape, including how acquirers and sellers are getting deals done.



Changing dynamics within the RIA M&A landscape revealed, misconceptions of deal mechanics debunked

To view an enhanced version of this graphic, please visit:
https://orders.newsfilecorp.com/files/6628/49269_enhan.jpeg

The concept behind the study is to provide a more novel, in-depth look at the mechanics underlying RIA M&A transactions and provide information that is not otherwise readily available to market participants. This study is a result of a detailed analysis of recent M&A transactions.

"The RIA Deal Room is a first-of-its-kind study that uses real transaction data to highlight the relationship between price and terms," said Brandon Kawal, who is a Principal of Advisor Growth Strategies and led the research. "The study provides tangible ideas and brings to light what it takes to compete in a rapidly evolving M&A market."

"We are excited to sponsor thought-provoking research that helps RIAs think strategically about their businesses," said Hollie Fagan, managing director and head of BlackRock's RIA channel. "The RIA M&A landscape has evolved dramatically over the past few years. This research provides us with a better understanding of the implications of these changing dynamics and, in turn, helps better inform our conversations with clients."

What's inside The RIA Deal Room report:

- How the M&A market is responding to rapidly changing RIA demographics
- Why some firms are more successful at M&A than others and what prospective buyers can do to improve their success probability
- What it takes for prospective buyers to enter and compete in today's M&A market
- The realities sellers are facing in the market and expectations for getting a "deal done"
- The competitive differentiators in the RIA M&A market and how RIA buyers need to respond.

In an effort to understand and capture the ongoing changes in RIA M&A, Advisor Growth Strategies intends to publish further studies as part of an ongoing series.

How to Access The RIA Deal Room report:

Copies of The RIA Deal Room report will be available at the [Schwab IMPACT conference](#) happening November 4-7, 2019 at the San Diego Convention Center. Visit BlackRock booth #925 to download a digital copy from the BlackRock digital library and to converse with the team members staffing the booth.

Advisor Growth Strategies will also be hosting a webinar on November 13, 2019 at 1:00 PM PT/4:00 PM ET. To register for the webinar, [click here](#).

Webinar registrants will glean additional insights from these all-star speakers:

- Brandon Kawal, Principal, [Advisor Growth Strategies](#)

- Marty Bicknell, CEO and President, [Mariner Wealth Advisors](#)
- Shirl Penney, President and CEO, [Dynasty Financial Partners](#)

For more information about the RIA M&A industry and this ongoing study, please email: info@advisorgrowthllc.com. To download a copy of the report, [click here](#).

ABOUT ADVISOR GROWTH STRATEGIES

Advisor Growth Strategies (AGS), a management consulting and transaction advisory firm, provides financial advisory firms and institutions with the tools and expertise to grow, develop, or exit a firm. AGS partners with the fastest-growing and largest firms across the country to support them in becoming better business owners. AGS has consulted with over 250 independent financial advisory firms, representing \$300 billion in managed assets. AGS services include assisting advisors in transition, compensation and equity design, strategic planning, M&A and succession planning. For additional information please visit www.advisorgrowthllc.com.