



Silver Oak
Securities

E-BOOK

MY FIRM WAS ACQUIRED BY A HUGE BROKER-DEALER

Now What?



The increasing volume of mergers and acquisitions among large broker-dealers is a trend we likely won't see dissipate any time soon. In fact, [InvestmentNews](#) reports the pace of M&A is accelerating – as deal volume grows by billions each year.

However, financial professionals working at firms undergoing an acquisition often experience challenges impacting their client interactions, administrative workflow and independence.

This shift brings with it many cultural changes – and not all of them are positive.

Financial representatives may find themselves struggling to access support they were accustomed to at their smaller, more tight knit organization. Larger broker-dealers may also require financial professionals to change their technology stack or learn new platforms from scratch, forcing them to forgo their own proven systems and processes. Siloed organizations within the firm also lend itself to impersonal exchanges and lack of support.

All in all, if your firm was recently acquired and you experienced challenges above, you're not alone. And you're not stuck.

As acquisitions continue to sweep the industry, there are three options for you to consider:

1. Stick it out with your new firm, weathering the administrative challenges and lack of support in the meantime
2. Go out on your own
3. Seek a smaller independent firm with the support and culture you know and love

In this ebook, we'll outline what you need to consider as you evaluate your future independent broker-dealer relationship.

CONSIDER WHAT'S IMPORTANT TO YOU IN AN INDEPENDENT BROKER-DEALER RELATIONSHIP

You probably already know what's most important to you in your business. As you evaluate whether you want to stay on board with your new firm or seek new opportunities, now is the perfect time to dust off that list and consider what factors are most important to you.

Start by creating "must have" and "nice to have" lists of resources and services that you feel are important for your practice. This will enable you to conduct more efficient research on other broker-dealers you may be considering.

Here are some components to consider:

- Available Technology Platforms

- Flexibility in Use of Legacy Technology

- Level of Support and Personalized Service Available to Your Team in Various Areas:

 - Marketing Support

 - Regulatory and Compliance Support

 - Back Office Support

 - Technology & IT Services

- Fixed Costs Associated with Affiliation

- Ownership Structure

- Products Offered

- Firm Size

NETWORK WITH PROFESSIONALS WHO HAVE BEEN IN YOUR SHOES

As your firm undergoes an acquisition, reach out to your network of industry contacts and speak to those who have been in your shoes. Seek conversations with professionals who have decided to stay at their new, larger firms, and those who decided to seek new opportunities.

Ask questions like:

Were you able to continue to use the same technology platforms? Clearing firms?

What differences are there in how you conduct your day-to-day operations now versus at your last firm?

What were the top reasons they decided to either stay or leave for a new opportunity?

Additionally, if the right opportunity presents itself during your conversations, request a home-office visit to any broker-dealer you are considering joining.

This will offer you the opportunity to see its operations up close and meet with executives and key personnel that would be pertinent to your practice. Speak with other advisors in the firms. It's a great opportunity to get firsthand insight of the firm's culture and determine if it matches with your style.

You may learn there are significant changes you will have to make that are not conducive to your personal business model. Ultimately, this will leave you with two choices: stick it out with the new firm, or decide to make a move to a smaller shop.

CONSIDER SILVER OAK SECURITIES: THE SMALL FIRM WITH BIG IDEAS

When making your list of alternatives, make sure to add Silver Oak. We've found that acquired advisors find that many of the anticipated benefits of joining a larger firm are no more than empty promises. They need you to move to their technology and learn a new system. Their data doesn't map over correctly, sticking everyone with a huge administrative challenge. Project management becomes the norm, and the advisors don't have time to advise. They're left feeling like they need to start over, and they should have left when the acquisition happened.

Keeping Silver Oak small and nimble has allowed us to do what other, larger firms can't. For one, there are people ready and able to help you figure out the little things, learn new systems and hear your ideas. Unlike big firms, we can commit to you that you will not be overlooked and our support team will be there for you as your partner. You'll be treated as a creative professional who's looking to push the envelope and deliver stellar results for your clients and their families. And, you can experience independence, without sacrificing support.

At Silver Oak, we see your individuality as a competitive advantage. Based in Tennessee, we understand the value of Southern hospitality and we'll never close the door on your new idea. Your spirit fuels us, and we're driven to help empower you to do what you think is best for your clients. We bring all the flexibility, innovation and independence of the RIA world together with the robust marketing, technology and compliance resources that traditional broker-dealers provide to create a truly one-of-a-kind experience for you.

READY TO MAKE A POSITIVE MOVE?

Start by learning more about your opportunities at Silver Oak