

Introduction to *TRANSITIONING CLIENTS and the RETIREMENT EXIT DECISION*

The handbook contains three interrelated topics:

Part 1. Seeking Group Referrals from Another Advisor

Part 2. Transitioning Your Clientele to Your Successor

Part 3. The Retirement Exit Decision

The need to transition clients from one advisor to another advisor can be triggered by many different circumstances. An advisor will make group referrals to a successor advisor when they are retiring, reducing their clientele or changing their business model. The key to a successful transition of clients is compatibility between the successor, referring advisor and the clientele being referred. I believe this compatibility is more likely to be achieved when the successor and the referring advisor understand each other's situation. Reading all three topics and the tools provided by the handbook and my website should facilitate this understanding.

The first part "Seeking Group Referrals from Another Advisor" is intended to focus on the successor or potential successor's point of view. The "Transitioning Your Clientele to Your Successor" part will focus primarily on the perspective of the advisor who is referring the clientele. Many issues overlap, and I have chosen to include more details of the overlapping issues in "Transitioning Your Clientele to Your Successor" to minimize repetition. I believe both the successor and the referring advisor benefit greatly by understanding each other's position and business model. Reading both parts as well as "The Retirement Exit Decision" should be beneficial to all concerned. Going forward in this book, I will often identify the advisor who is referring the clientele as the "retiree." The reference to a retiree will sometimes include advisors who are

transitioning a portion of their clientele to a new advisor without retiring.

Deciding when to retire is a very personal decision. I give my own reasons in “Why I Retired” as well as what I enjoy most about being retired. In “Hints That It May Be Time to Start Preparing for Retirement”, I have provided a list of possible reasons for retiring that I have experienced or learned from others in the financial advice industry. I then point out many of the personal and business dangers of waiting too long to retire. Finally, I outline several steps that I recommend in preparation for an advisor’s retirement.

This handbook also includes an appendix to help advisors seeking group referrals and retiring advisors determine their compatibility with each other through the articulation of their business models.