



THE **GERSHMAN** GROUP

Major Buyers of Ameriprise Teams

2026

RECENT AMPF DEPARTURES

\$65M+ in GDC and transitioned to supported independence platforms

Firm	Partners	Location	New Firm	AUM	Rev	Move Date
Seven Bridges Wealth Advisors	Max M. DiSesa Andrew Buscetto David Mazzetti Joseph Femia	White Plains, NY	NewEdge	\$1B	\$9M	Feb 24, 2026
Cities Private Wealth Group	John R. Pavelka David F. Poole	Bettendorf, IA	Raymond James	\$600M	\$5M	Feb 5, 2026
Cebert Wealth	Dale L. Cebert	The Villages, FL	LPL	\$790M	\$6.5M	Feb 2, 2026
Houser, Plessl & Staples Wealth Management Group	Kevin D. Houser Gary T. Plessl Matthew L. Staples	Allentown, PA	FiNet	\$530M	\$3.9M	Jan 26, 2026
ClearTrust Wealth Advisors	Matthew D. Robins Nicholas P. Stamatis Joe D. Creecy	Franklin, TN	NewEdge (Custody: Raymond James)	\$1.4B	\$10M	Jan 23, 2026
Clearwater Private Wealth Advisors	Gregg Keele Ryan Perkins	Indianapolis, IN	FiNet	\$1B	\$9M	Sep 4, 2025
Laurel Oak Wealth Management	Robert Andreacchio Matthew Fitzgerald Christopher Heiser Louis Laselva Keith Radimer	Marlton, NJ	tru-Sanctuary	\$2.3B	\$14M	Jul 23, 2025
Springs Wealth Group	Bob Book Andrew Inman Tim Mason Chris Van Stavern Chris Young	Colorado Springs, CO	Raymond James	\$950M	\$8M	May 19, 2025

WHAT COMPETITIVE PLATFORMS ARE OFFERING AMPF ADVISORS

Greater Freedom and Control

Operational Independence

- Multi-custodial optionality
- Control of expenses and fees
- Less compliance and oversight
- Leading-edge technology solutions

Growth & Succession

- Greater resources for the end client
- Equity-financed succession plans
- Larger pool of advisors to acquire



Platform Flexibility

- Fewer company-mandated programs
- Better alternatives and lending solutions
- True open architecture access

Economics & Equity

- Greater Valuations
- Transition Capital
- Access to PE Capital

AMPF ADVISOR MARKET LEVERAGE

The market for AMPF practices has never been more competitive. Major banks, custodians, independent broker-dealers (IBD), supported independent platforms, and RIAs are all actively competing for top talent — giving you significant leverage in any negotiation.

TGG can act as your independent agent, leveraging deep relationships with senior leadership at every major buying firm. **We create a bidding war around your practice, ensuring you receive maximum value.**

All forthcoming deals are highly negotiable. TGG's economy scale ensures you're negotiating from a position of strength.

Our Commitment

- **No Cost to You** — All fees are paid directly by the acquiring firm, separate from and above your negotiated package. Whatever you could negotiate alone, we negotiate well beyond that.
- **Full Process Management** — We support every step: from the first meeting to close, including home office visits, tech demos, economic proposals, legal employment agreements, etc.
- **Full Confidentiality** — TGG represents your interests exclusively, with complete discretion at every stage.

FINET

Highlights

- Access to one of the largest private banks in the country while remaining fully independent
- Top 5 U.S. custodian in nation, serving hundreds of RIAs and broker-dealers
- 100% independently owned firm, white glove support with very high payouts

Platform Capabilities

- Full access to SMAs, alternatives, lending, structured notes, trust services, banking, and capital markets
- Leading-edge technology solutions and client delivery platform

Growth & Capital Support

- Access to firm's capital balance sheet for recruiting
- Access to internal or external private equity

The Deal

- **Net Payout 90–94%***
- **Transition Capital: 175–225%**

**Highly customizable and negotiable*

LPL FINANCIAL

Highlights

- Largest Independent Broker-Dealer in the nation (35k advisors)
- Enterprise-level tech + operations infrastructure
- Captive custodian with substantial open architecture investment solutions

Channel Options

- Strategic Wealth Services (Supported Indie – 1099)
- Direct (Fully Independent RIA)
- Partner or joining existing enterprise

Growth & Capital Support

- Integrated M&A and succession solutions
- Access to internal or external private equity

The Deal

- **Net Payout 85–97%***
- **Transition Capital: 75–150%**

**Highly customizable and negotiable*

RAYMOND JAMES

Highlights

- National full-service wealth management firm
- Multiple affiliation models (W-2 and independent contractor)
- Fully integrated custody and advisory platform

Channel Options

- RJA – W-2 employee model
- Advisor Select – flexible W-2 structure
- RJFS – 1099 independent contractor / franchise model
- RCS – RIA custody platform through Raymond James

Platform Capabilities

- Lending, banking, trust, alternatives & capital markets access
- Strong fixed income and proprietary research
- Advisor workstation & portfolio management technology

The Deal

- **Net Payout 85–94%***
- **Transition Capital: 75–150%**

**Highly customizable and negotiable*

NEWEDGE

Highlights

- Backbone infrastructure by a \$230B+ asset-based, highly profitable core bank
- Fastest-growing Supported Independent Platform in the nation
- Boutique RIA division focused on HNW / UHNW teams
- 450+ advisors | \$80B+ in assets | 120 offices

Platform Capabilities

- Full access to entire multi-custodian Fidelity, Schwab, Pershing, Raymond James, LPL and Goldman
- Turnkey infrastructure: ops, tech, HR, legal, compliance
- In-house owned broker dealer / capital markets desk

Advisor Models

- True plug-and-play independent platform
- Affiliate model with the option to become an equity partner
- Selective, invitation-only equity structure

The Deal 1

1099 Independence

- 70-90%* payout
- Transition capital: 15–30 bps

The Deal 2

Equity Swap

- Transition capital: 300–500% of T–12
- Structure: Mix of equity and cash

**Highly customizable and negotiable*

TRU-SANCTUARY

Highlights

- One of the fastest-growing Supported Independent Platforms in the country
- Fully Independent Model | Multi-Custodial | Open Architecture Platform
- 130+ partner firms | \$80B+ in assets

Sanctuary Full-Service Independence (Shared ADV)

- Full access to entire multi-custodian Schwab, Fidelity, Pershing, Goldman
- Turnkey infrastructure: ops, tech, HR, legal, compliance
- In-house owned broker-dealer / capital markets desk

Tru Independence (Your Own ADV)

- Full access to entire multi-custodian Fidelity, Schwab, Pershing, and Goldman
- Discounted à-la-carte services turnkey infrastructure: ops, tech, HR, legal, compliance
- In-house owned broker-dealer / capital markets desk

The Deal

- **Net Payout 85–92%***
- **Transition Capital: 100%+**

**Highly customizable and negotiable*

MERCHANT

Highlights

- Fastest-growing minority private equity investor of RIAs in the nation
- Non-managing strategic partner providing seed and growth capital with long-term alignment
- \$300B in assets with 130+ RIAs with 5k advisors in 46 states and 6 countries
- Blue Chip Leadership — Marc Spilker (Goldman Sachs/Apollo), Scott Price (Goldman Sachs/Sky Bridge), Tim Bello (Dynasty/Sky Bridge), Rick D'Amico (Merrill Lynch), and Matt Brinker (United Capital)

Investment Philosophy

- Offers thought leadership and strategic guidance
- Best practices for organic and inorganic growth
- Advisors retain majority ownership and brand identity

Liquidity Options

- Minority equity investment position
- Future liquidity optionality through tag-along rights
- Potential enterprise-level valuation expansion

The Deal

- **Net Payout 85–92%*** or
- **6–9x EBOC**

**Highly customizable and negotiable*

DYNASTY

Highlights

- Oldest and one of the largest Supported Independent Platforms in the country
- Fully Independent Model | Multi-Custodial | Open Architecture Platform
- 60 Boutique Partner Firms | \$125B+ in assets

Platform Model

- Pure RIA model — you own your ADV and revenue
- Open-architecture custody (Schwab, Fidelity, Pershing, Goldman)
- Support integrated back and middle office services, including technology, compliance, and marketing

Capital & Scale

- In-house investment bank & capital division
- Minority investment options at institutional valuations
- Backed by Schwab, JPMorgan, BlackRock
- Experienced operator solving for complex \$1B+ transitions

The Deal

- **Net Payout 75–85%*** or
- **Equity Capital: 6–9x EBOC**

**Highly customizable and negotiable*

GOLDMAN SACHS ADVISOR SERVICES (GSAS)

Highlights

- Fully integrated custodian platform backed by Goldman Sachs's Investment Banking/Private Bank
- Institutional-grade custodial platform for UHNW advisors

Platform Capabilities

- GSAM investment solutions, including sophisticated alternatives
- Institutional Global Research
- Unique Lending Solutions
- Access to Investment Bank
- Advanced technology, reporting, and client interface

Supported Independence Solutions

- Core Partnerships Supported Independence (tru-Sanctuary, NewEdge, Dynasty, Merchant, etc.)
- Turnkey infrastructure: ops, tech, HR, legal, compliance
- Dedicated transition and white-glove support

The Deal

- **Net Payout 75–93%***
- **Transition Capital: 15 bps – 150%**
(structure + platform dependent)

**Highly customizable and negotiable*

UNDERSTAND YOUR VALUE

Every consultation outcome starts with a strategic conversation.

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