

Gateway Financial Partners

Partner Protection Plan



Many advisors are woefully unprepared for various succession scenarios, including death, disability or retirement. According to a 2018 Financial Planning Association report, only 27% of advisors say they have any plan in place for that eventuality. The FPA found that only 11% of advisors have clear retirement plans in place for themselves. Very often the cobbler's children have no shoes.

You have multiple options including a continuing commission arrangement or a conditional sale at your unexpected death or disability. You also have access to Gateway Financial Partners' Partner Protection Plan. A number of our advisors have used the plan for years and we are pleased to offer a new higher valuation formula.

	LPL F649 Continuing Commissions	LPL Assurance	Gateway Financial Partners Partner Protection Plan
Structure	Commision Split	Sale	Sale
Quick and Easy	YES	YES	YES
Immediate Client Protection	YES	YES	YES
Price Potential	High	Low	Medium
Risk of Future Advisor Performance	High	Low	Low
Tax Treatment	Income	Capital Gains	Capital Gains
Payment on TAMP Assets	YES	NO	YES
Payment on 401(k) Assets	YES	NO	YES
Payment on Non LPL Custodied Assets	YES	NO	YES
Advisor Input on Successor	YES	NO	YES
Valuation	N/A	1.5x Recurring Revenue ONLY	1.9x Recurring PLUS .75x of Non-Recurring Revenue x Grid Rate
Cost	No Cost	\$125 / month or \$100 / month	No Cost
10 Year Cost of the Plan	No Cost	\$12,000	No Cost
Payment Schedule	3-5 Years	One Time Up Front	5 Years

* Sample calculation - contact us for your own custom plan.

Advisor GDC	\$375,000
Recurring Revenues	\$150,000
Commissions	\$225,000
Payout	75%



Year	LPL F649 - Continuing Commissions 50/50 Split Over 5 Years	LPL Assurance	Gateway Financial Partners Partner Protection Plan
1	\$140,625	\$225,000	\$68,062.50
2	\$140,625	--	\$68,062.50
3	\$140,625	--	\$68,062.50
4	\$140,625	--	\$68,062.50
5	--	--	\$68,062.50
Total	\$562,500	\$225,000	\$340,312

Note: This is subject to a 3-5 year deal at a negotiated rate. This is at 50/50 split.

Note: LPL only pays on Recurring revenue.

Note: This is 1.9x recurring & .75 on brokerage run through the GFP compensation grid at a 75% payout.



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