

WELLS
FARGO

Advisors

Teaming for your *full career lifecycle*

Teaming support, succession planning,
and growth strategies for experienced
advisors at Wells Fargo Advisors



Why work with a team?

Research from Cerulli* shows that surveyed advisors on teams experience:

Increased productivity

Advisors on teams held a median of \$28M more in AUM than solo advisors

Established plans for succession

37% of surveyed team-based advisors had succession plans in place compared to 14% of solo practitioners

Ability to scale

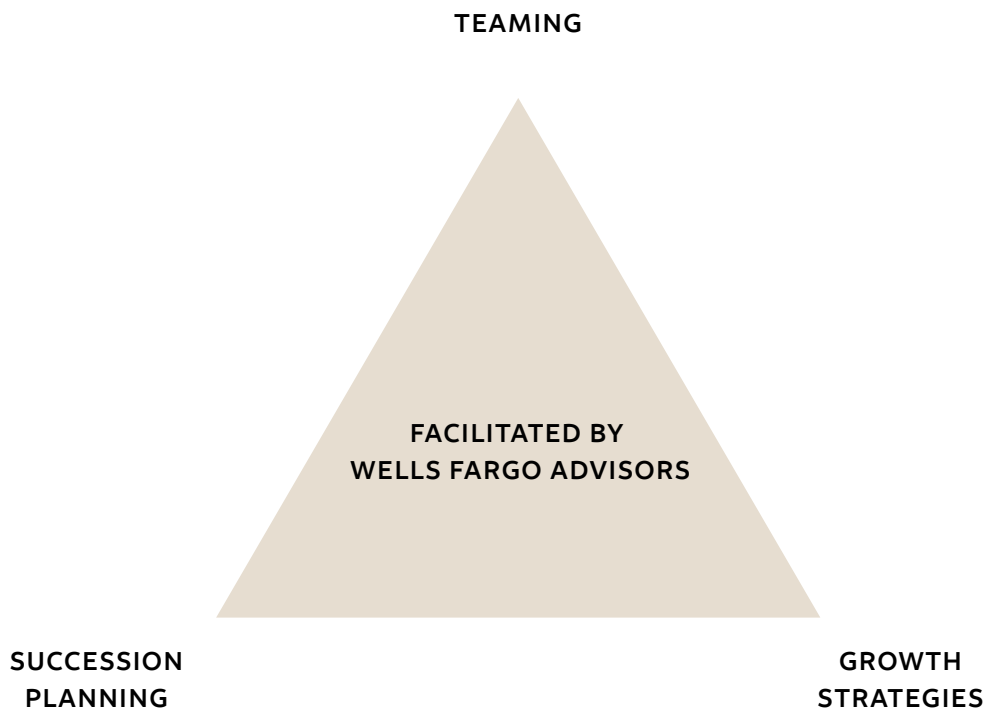
Team-based practices can handle more assets, with a median of \$250M compared to \$80M among solo advisor practices

*Cerulli Associates, Top-Performing Teams: Exploring the Benefits and Approaches of Building a Team-Based Advisory Practice, June 2024

Teaming opportunities *for your full career lifecycle*

Advisors at every point in their career lifecycle can enjoy the many benefits of teaming. You may be a solo practitioner looking to partner with a diversified team. Perhaps you find yourself working on a team and would like to know more about opportunities for growth and development. Studies* show that roughly 1/3 of advisors are preparing to retire in the next 10 years – if you're in this boat, you're likely searching for a succession plan. Or, you may be keeping your eye on M&A activity and need to leverage financial or transition services to buy a practice.

Wherever you find yourself, Wells Fargo Advisors provides a variety of powerful, team-based opportunities that surround you with support. Ultimately, teaming has the power and potential to help you increase productivity, enhance your client experience, grow production, and prepare your practice for the future.



Teaming at *Wells Fargo Advisors*

Greater possibilities for you and your team

At Wells Fargo Advisors, we offer unique benefits, well-defined team agreements, and a dedicated support structure for advisors who choose to work together as a team. We go above and beyond matching and onboarding – our services extend into the full life of the team, from its inception to advisor succession.

TEAM FEATURES

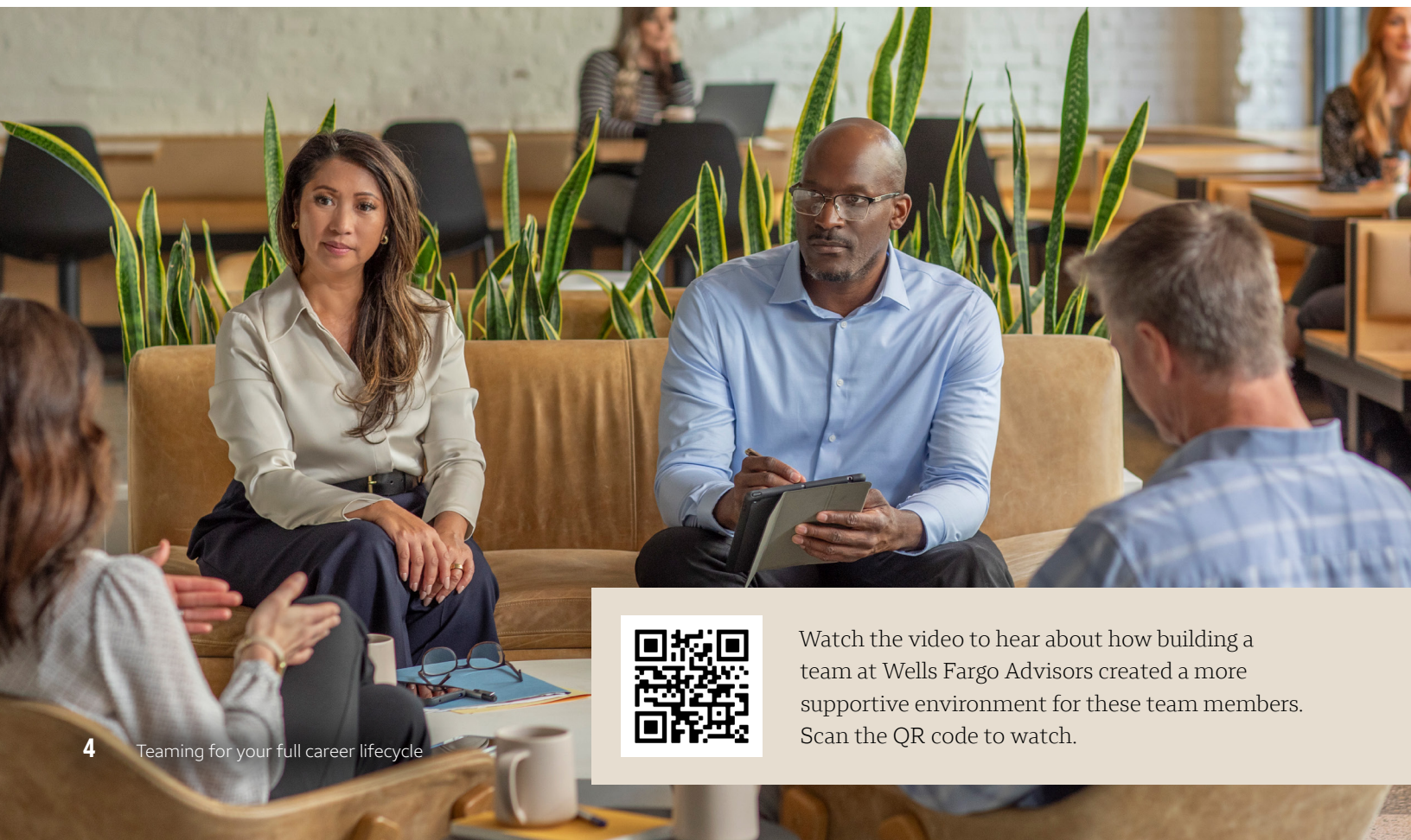
- Official team agreement with customized protections
- Team member Protection Provision – payout flexibility for deceased team members
- Custom branding options, including group name capabilities with coinciding custom brand assets
- Specialized technology
 - Advisor Team Builder tool
 - Analytical reporting

BENEFITS OF TEAMING

- Flexible compensation options for eligible teams
 - Potential to earn higher payout
 - Ability to allocate earned deferred compensation and expense dollars with team members
- Pro forma business analysis offered by Wells Fargo Advisors
- Exclusive invitations to industry team summits (for select teams)

COACHING & DEVELOPMENT

- One-on-one and group consulting
- Manager and FA education on programs and benefits
- Professional development and coaching resources



Watch the video to hear about how building a team at Wells Fargo Advisors created a more supportive environment for these team members. Scan the QR code to watch.

Enhancing the client experience *through diversity*

One of the many reasons that advisors choose to create a team is for the purpose of increasing client satisfaction through a more well-rounded experience. Teaming helps our advisors provide their clients with a more diverse array of perspectives and experiences to help them navigate their investment strategies.

Diverse teaming in action

Imagine that you have a client who is an attorney, and you learn that they have questions around using deferred compensation to their advantage. You don't typically serve attorneys, but an advisor on your team specializes in this area. To best address your client's concern, you bring their questions to your colleague, which helps you formulate a strategy around the client's deferred compensation after further discussion. Team collaboration in this instance helps:

- | | | |
|-------------------------------------|---|--|
| Enhance your knowledge in this area | Create a better, holistic client experience | Build collaboration between you and your colleague |
|-------------------------------------|---|--|

What team support looks like

We are invested in the success, growth, and development of our teams. We act as much more than a point of contact – the teaming support we provide unites:

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|---|---|--|
| Technology that is unique to teaming structures | Fundamental process, practice management, and consulting techniques | Specialists who provide valuable insights for your specific team |
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Examples of support that your team might receive from Wells Fargo Advisors could include:

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| Goal-setting initiatives, including how to divide roles and responsibilities, with the use of our team-based business planning application | One-on-one and group consulting, that allows advisors to share their vision for the practice and their own goals | Team maintenance technology to track revenue share and assess progress toward team objectives |
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Scan the QR code to hear what diversity means for one of our experienced teams at Wells Fargo Advisors.



Team-based succession & *growth planning*

Take your own best advice about retirement

Just as you help clients plan for retirement, you'll want to help yourself prepare for your own post-career life so that you can round out the lifecycle of your practice feeling confident and fulfilled. Teaming addresses complexities and removes uncertainty around your exit. It also gives you the opportunity to stay involved in the client transition to your successor

Finish well with the FA Succession Program

Whether you're part of a team or a standalone advisor, the FA Succession Program takes a team-based approach to exit planning while allowing you to design your ideal transition out of the business. The program helps ensure the ongoing satisfaction of your clients while rewarding you for your hard work and success.

Here's how it works:

We provide flexibility in payment options and custom valuation opportunities.

Upon your retirement, your clients will receive uninterrupted service from the advisor(s) you've handpicked to look after their financial interests.

Your clients will continue to enjoy the service and support of a respected financial institution.

25%

LOYALTY AWARD

The amount of their T12 the eligible retiring advisor receives

**UP TO
100%**

BOOK ACQUISITION AWARD

The amount of the retiree's T12 the successor advisor is eligible to receive

TRACKING YOUR RETIREMENT PROCESS

Leading up to, during, and after your exit from your business, our professionals at the firm facilitate the full process between you and your successor.

Book valuation ► Sign agreement ► Pre-retirement period ► Retirement ► Post-retirement period



More exit and growth paths

External book acquisition

Industry-leading

Wells Fargo Advisors is one of the first firms of its size to provide an external book acquisition program. Our program leads with a deep bench of resources that aids both selling and purchasing parties.

Custom valuations

Using a data-driven model, the firm provides a starting point for valuation conversations, allowing you the flexibility to customize the final number based on what best fits you and the acquiring advisor.

Acquisition support

For acquiring advisors, Wells Fargo Advisors may contribute a financial subsidy to aid the acquisition of the book of business. This can often be a vital piece for the next generation of advisors to scale their business to accommodate a new client base.

Client transition

Our team will guide you through the client transition process with communication best practices and client introductions. Whether you're the advisor who is exiting or acquiring, we provide support through development programs, technology platforms, and the potential for start-up capital. We help ensure that all the right resources are there to create the smoothest possible transition.

Partial book acquisition

Selling advisors

Some advisors find that they have too much on their plate or clients who are no longer a good fit for their book of business. Others are looking for a stair-step strategy into retirement. Selling a part of your book of business is a great way to make moves toward efficiency or your eventual exit.

Growth strategy

Purchasing a partial book of business can be an effective inorganic growth strategy for advisors who are interested in an M&A event but don't have capacity to take on the operations of a full book of business.

Expand the possibilities *for your practice*

Learn more about teaming, succession planning, and growth strategies, and explore how your practice could benefit from one of our many opportunities at Wells Fargo Advisors.



NEW TO WELLS FARGO ADVISORS?

Join us for the next **Due Diligence event** to learn more about teaming.

ALREADY AN ADVISOR WITH US?

Start a conversation with your Branch Manager to learn more about your opportunities.



Scan the QR code to hear more from a team who combines their diversity of skillsets and diversity of backgrounds in their practice.