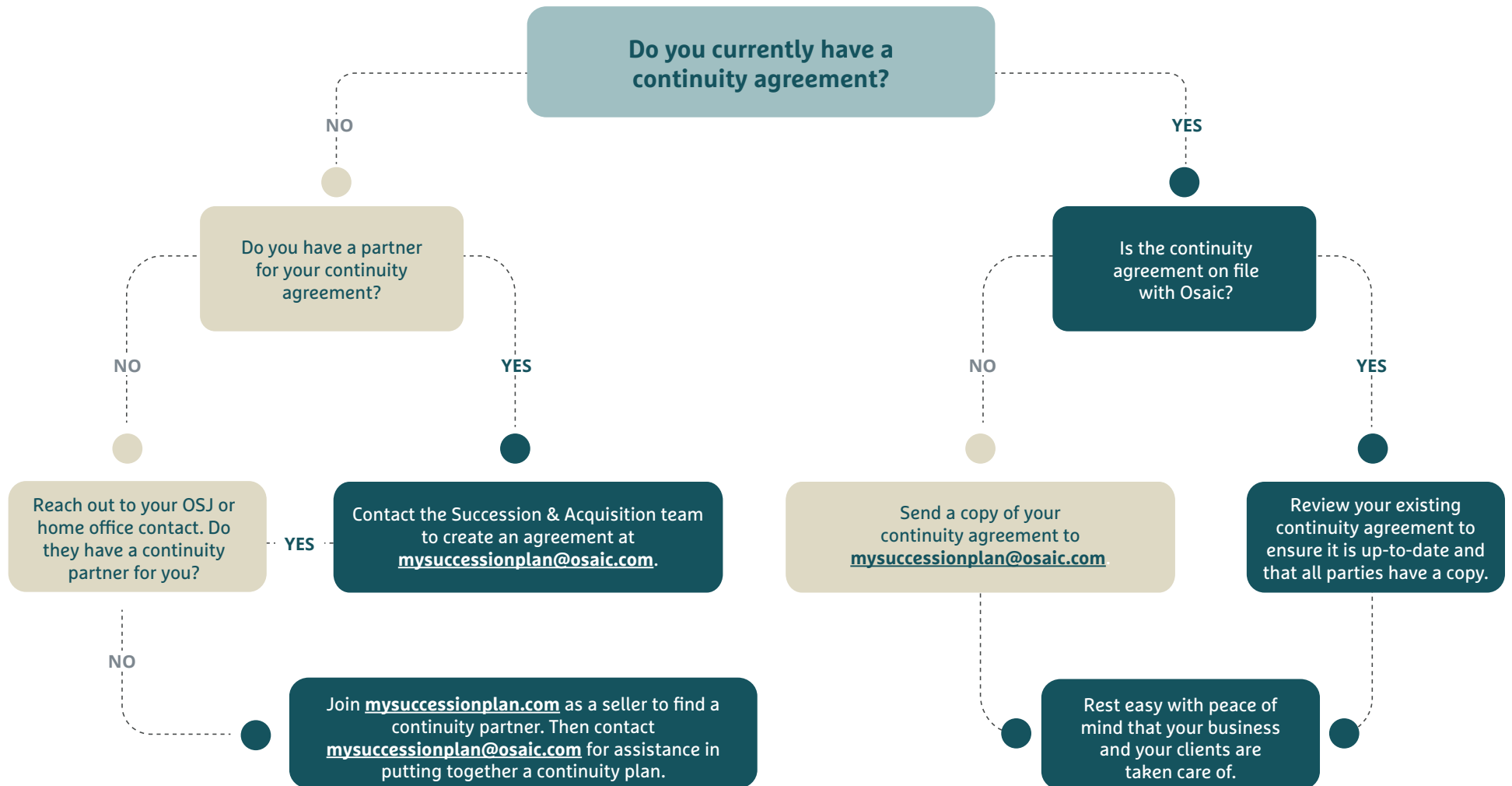




Continuity planning flowchart

My Succession Plan





Continuity planning flowchart

My Succession Plan



What to look for when choosing a continuity partner?

- » Do they have the same licenses as you (e.g., 7, 65, or 66)?
- » Will they be able to quickly take over your practice?
- » Will they act in the best interest of your clients?
- » Do they do the same type of business (e.g., 401(k), 403(b), advisory)?
- » How important is their geographical location?
- » Did you check BrokerCheck to review disclosures and time in the industry?
- » Will their personality match your clients?



Next steps in creating a continuity agreement:

1. Continuity agreements are in case of death or permanent disability. A new rep can take over your practice and pay your family for the business you've been building.
2. Once you find a continuity partner contact the Succession and Acquisition team to get an agreement in place at mysuccessionplan@osaic.com.
3. If you need assistance finding a continuity partner reach out to your OSJ or home office contact. You can also join mysuccessionplan.com as a seller to search for a continuity partner for your business.