

ADVISOR TRANSITION STRATEGY PLAYBOOK



INTRODUCTION

A structured approach designed to help advisors move from exploration to transition readiness with clarity and preparation.

Arlington Group is your transition journey consulting firm for advisors who feel pulled in multiple directions. Advisors that want to explore options but are worried about the disruption.

Our goal is to:

- Provide **best in class** transition consultation
- **Prepare advisors** for transitions and getting acclimated with the process

In this document is also a recommended check in schedule to ensure that you are being kept up to date with all information, as well as to ensure that all your transition preparation needs are met.

“A transition isn’t just a business decision.

It’s a moment where clarity, responsibility, and trust intersect.”

WHAT THIS PLAYBOOK COVERS:

Arlington Group works alongside advisors throughout the early stages of the transition process. This playbook outlines the key stages advisors typically move through when evaluating potential firms and preparing their business for a transition.

Each section highlights practical considerations, planning steps, and common watchpoints advisors should evaluate as they move through the transition journey.

Phase 1 — Advisor Discovery

Understanding your business objectives and defining the priorities that will shape your transition strategy.

Phase 2 — Market Exploration

Identifying firms whose platforms and operating models align with your business.

Phase 3 — Decision Architecture

Evaluating potential firms and understanding tradeoffs across platforms.

Phase 4 — Transition Readiness Planning

Preparing your business, team, and client communication strategy

Phase 5 — Launch and Stabilization

Executing the transition with your selected firm and ensuring continuity for clients.

**Typical advisor evaluation range: 3–5 firms*

THE ADVISOR TRANSITION JOURNEY



Advisor transitions typically unfold in stages.

Along the way, advisors must consider:

- *Business priorities and long term goals*
- *Platform capabilities and alignment*
- *Trade offs across firms and operating models*
- *Client communication and transition readiness*

Arlington Group helps advisors navigate these stages with a structured approach designed to bring clarity, preparation, and confidence to the transition process.

EVALUATING ALIGNMENT ACROSS FIRMS

Advisors evaluating a potential transition typically review multiple firms across several dimensions. A structured evaluation process helps advisors understand tradeoffs between platforms and identify the firm best aligned with their long term business strategy.

What Advisors Evaluate	How Arlington Group Supports
Platform Capabilities	Helps identify firms whose platforms align with the advisor's investment philosophy and operational needs.
Economics and Payout	Provides perspective on long term economics beyond headline transition packages.
Technology and Advisor Tools	Evaluates advisor workflow and technology infrastructure across platforms.
Client Experience Model	Assesses service models and client support capabilities.
Transition Resources	Reviews transition support and onboarding resources across firms.
Long Term Strategic Fit	Ensures alignment with the advisor's long term growth strategy.

EVALUATING ALIGNMENT ACROSS FIRMS

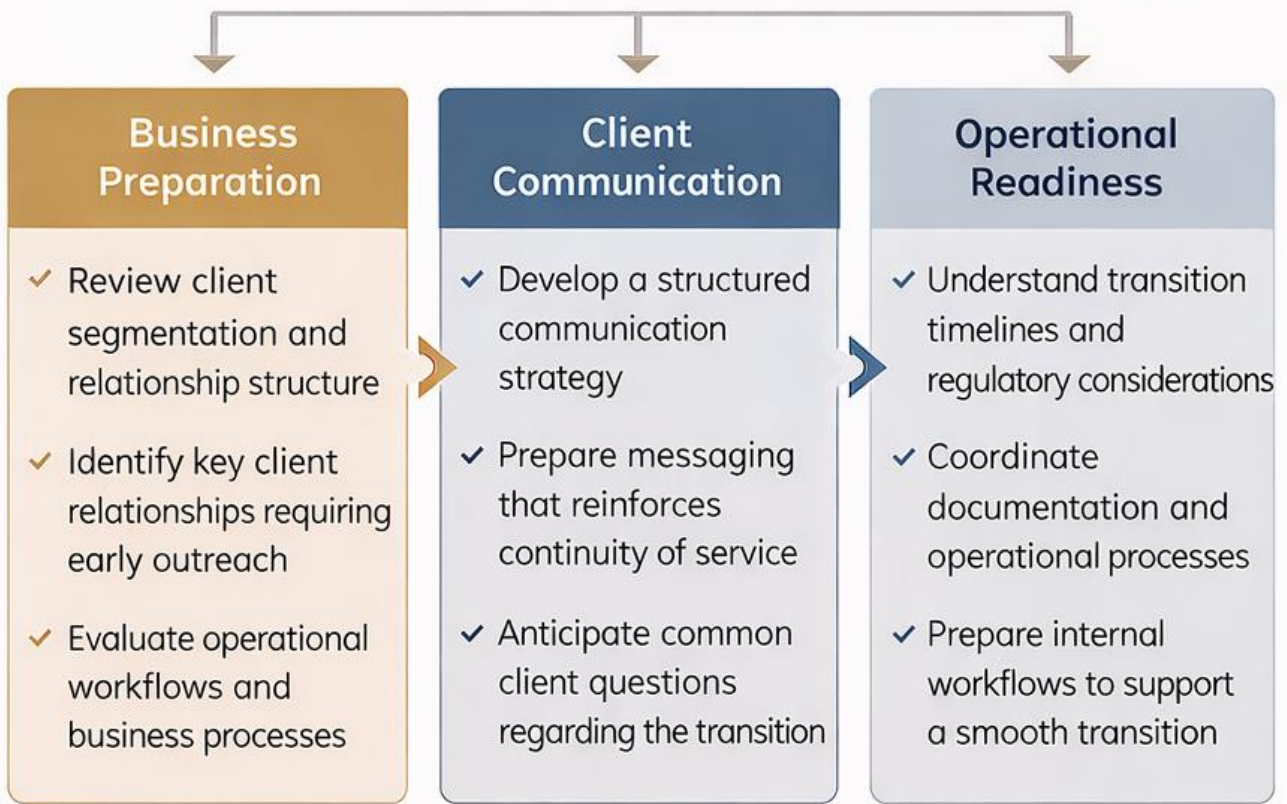
Component	Priority	Firm A	Firm B	Firm C
Culture				
Compliance				
Operational Support				
Transition Support				
Technology				
Autonomy				
Growth Support				
Marketing				

TRANSITION READINESS PLANNING

Preparing for a transition involves more than selecting the right firm. Advisors must ensure their business structure, client relationships, and operational processes are ready for the transition process. Early preparation allows advisors to move forward with confidence while minimizing disruption to their clients and their practice.

A structured decision framework helps advisors move from options to clarity.

Key Areas of Preparation



WHY CLIENT COMMUNICATION MATTERS

Advisor Communication Priorities

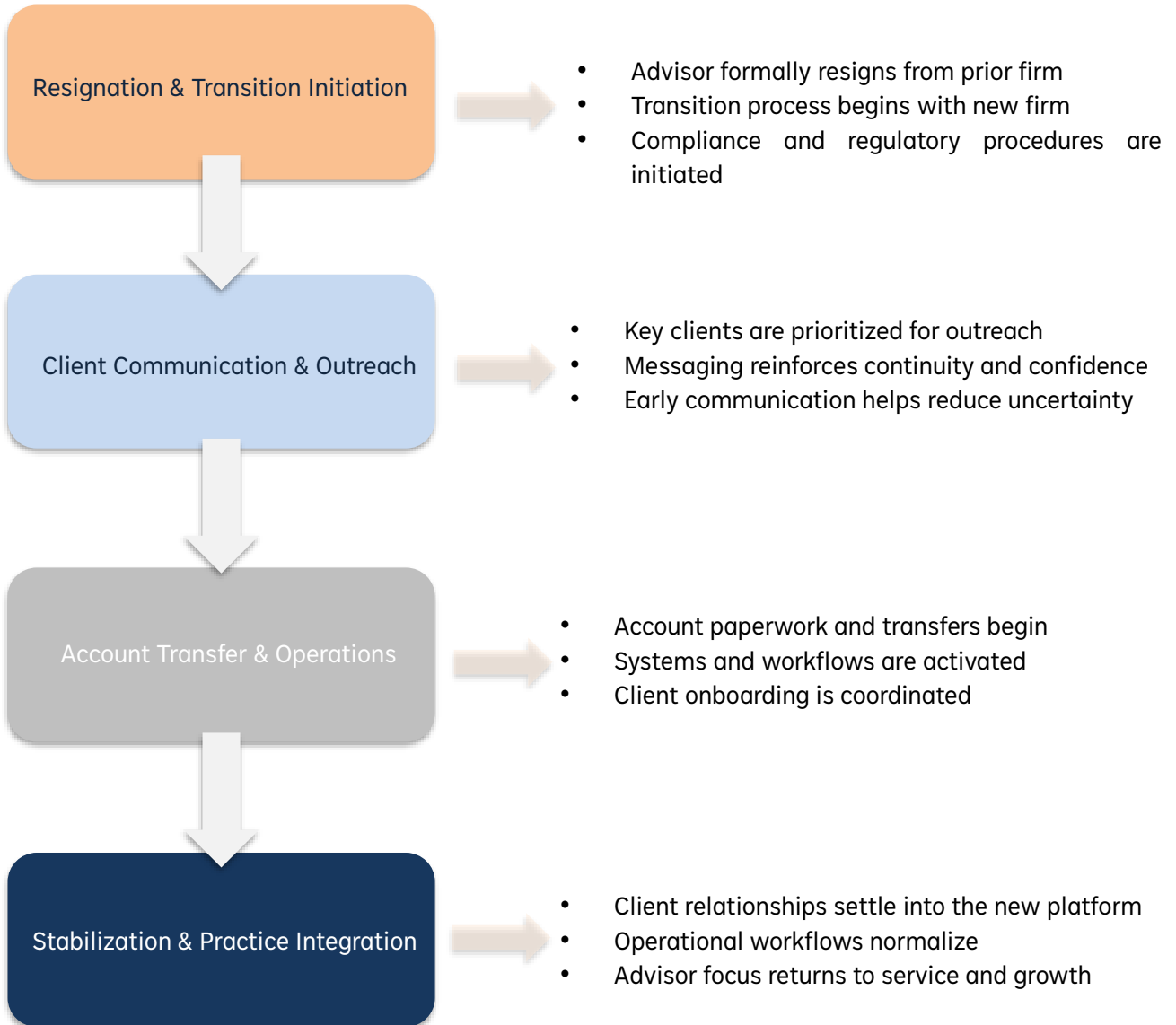
- Identify key client relationships requiring personal outreach
- Prepare clear and consistent messaging
- Anticipate common client questions
- Reinforce continuity of advice and service

How Arlington Group Supports

- Helps structure the communication strategy
- Assists advisors in prioritizing client outreach
- Provides messaging frameworks and talking points
- Ensures communication sequencing aligns with transition timing



LAUNCH TIMELINE OVERVIEW



HOW ARLINGTON GROUP SUPPORTS

Arlington Group works alongside advisors throughout the early stages of the transition journey. Our role is to provide structure, perspective, and preparation so advisors can explore options, evaluate platforms, and prepare their business with confidence.

While the selected firm ultimately manages the transition process, Arlington Group helps advisors navigate the critical decisions and preparation steps that occur before launch.

Decision Support

Transition Preparation

Advisor Guidance Throughout

A successful transition begins with thoughtful preparation and informed decision making. Arlington Group helps advisors navigate that journey with clarity and confidence.