



SSC # 110 – BUILDING YOUR EXIT: SUCCESSION PLANNING, PRACTICE VALUE, AND THE ADVISOR’S LEGACY

This course is eligible for:

5.0 Life & A&S CE Credits for BC, AB, SK, MB & ON.

Target Audience

This course is designed for licensed financial advisors, insurance professionals, planners, portfolio managers, and advisory-firm owners who are preparing for retirement or considering a future transition of their practice.

It is also suitable for successors, junior advisors, and firm leaders involved in continuity planning.

Course Purpose

The purpose of this course is to equip financial advisors with the knowledge, frameworks, and practical strategies required to design and execute a successful succession plan. Advisors will learn how to evaluate their practice, identify successors, structure transition agreements, communicate with clients, and ensure continuity of service.

The course also addresses the emotional and identity-based challenges advisors face as they prepare to step away from a career that has defined their professional lives.

Learning Objectives

By the end of this course, advisors will be able to:

1. Understand the strategic, operational, and emotional components of advisor succession planning.
2. Evaluate the market value of their practice and identify key drivers of valuation.
3. Assess potential successors and structure transition pathways.
4. Develop continuity plans that meet regulatory expectations and protect clients.
5. Communicate effectively with clients, staff, and professional partners during the transition.
6. Navigate the behavioural and identity challenges associated with retirement.
7. Implement a structured, step-by-step succession roadmap.
8. Preserve practice value and ensure a dignified, client-centred exit.