

## DeVoe CapitalWorks™ Case Study

### Multi-Phase Partnership

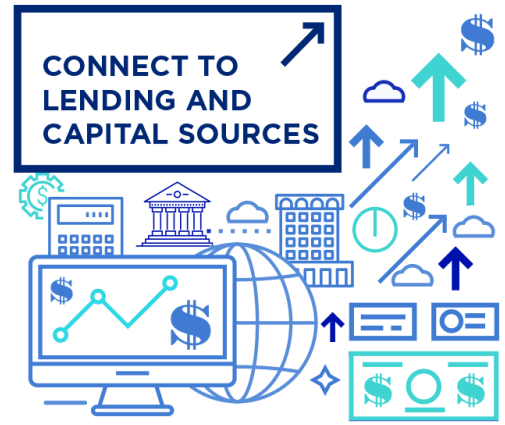
**CapitalWorks** provides guidance about capital and lending solutions to RIAs. With 30+ solutions, we seek to help RIAs understand the various options and how capital and lending can be transformational. This case study is based on an actual situation that one of the providers on our platform executed.

**Oak Street Funding®**, a participating lender in *CapitalWorks*, recently partnered with an RIA firm with approximately \$1 billion in AUM. This firm developed a multi-phase growth strategy and sought a lending partner to assist with a tiered execution including acquisition, succession planning, and a line of credit.

Phase 1 of their growth plan included cleaning up their existing ownership structure and replacing an existing line of credit. With a \$4mm loan, they leveraged a 10-year amortized debt to buy out a senior partner. Additionally, they closed out and replaced a working line of credit they'd had for many years with their local bank, who had served them well to this point.

However, they decided they needed a specialty lender who understood the nuances of their operations and cash flow, and one with whom they could build a long-term relationship, given the direction they envisioned their firm going and the complexity of their lending needs.

Phase 2 of their growth plan is currently in progress. This incremental acquisition strategy includes one acquisition by the end of 2019 with an estimated value of \$6mm, and another anticipated acquisition in Q2 2020.



The future is bright for this firm, given their solid internal foundation to support external growth opportunities and the incremental impact on their overall AUM provided by these acquisitions. Oak Street Funding is prepared to support them as they enter an aggressive acquisition strategy with several viable opportunities.

#### Why DeVoe CapitalWorks

We've identified the capital providers who focus on the wealth management industry, continue to monitor the new players and solutions, and then connect it all back to the needs of a given advisor. You will get connected to a funding source quickly so you can stay focused on serving your clients.

#### Quick and Easy Process

- Schedule a call for a brief consultation with a DeVoe expert.
- Tell us about your situation and goals – we will walk you through what we need.
- Get our unbiased guidance and an introduction to one (or more) solution providers that best fit your needs.

#### Getting Started

For more information or to begin the process, call us at **415-813-5066** or send an email to: [info@devoe-co.com](mailto:info@devoe-co.com).