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Perpetuation & Acquisition

A SMOOTH TRANSITION FOR YOU, YOUR STAFF, AND YOUR CUSTOMERS.

Are you looking to retire or move away from the insurance industry in the next three to five years? If so, do you have a plan to ensure the continued survival and growth of your agency when you leave?

Many successful agency owners, when they're ready to retire or leave the industry, will sell their business without thinking through the impacts of perpetuation. But this strategy often doesn't work well in the long run and can ultimately spell the end of the business you've worked hard to build.

The alternative route, designing and implementing a Perpetuation & Acquisition plan, can make for a seamless transition for you, your staff and your customers. In effect, everybody wins. And you can retire from the industry with the assurance that your legacy will endure.

Why Voldico?

Voldico has been committed to the independent insurance agency market for over 35 years. We offer a unique and comprehensive Perpetuation & Acquisition service that allows you to sell and transition out of the industry over time. We customize a valuation with a payment structure to maximize your earn out. And, if you choose, you can still retain part ownership of your agency.

Our professional advisors and operational backroom support team can assist you in designing and implementing a custom Perpetuation & Acquisition plan that preserves your legacy agency name, the relationships you've worked hard to develop, and sets your business up for continued growth.

**YOUR AGENCY
VALUATION COULD
BE WORTH UP TO
3X YOUR REVENUE**



866.341.2674 | www.voldico.com/acquisitions



What's Involved?

Planning for and implementing a Perpetuation & Acquisition plan can seem a bit overwhelming at first, but we've found that it's typically a straightforward process for most agency owners.

Here's an example of what the process might look like for your agency —

Introduction

This is always the first step, our chance to get to know you and your agency. We think the time spent on this stage is absolutely critical to an effective perpetuation plan, so it's never rushed.

Letter of Confidentiality

If you're comfortable with moving forward, we'll draft a simple, confidentiality letter to begin a structured discussion about perpetuating and transferring ownership of the agency. This letter is kept completely private.

Due Diligence

This is when we dive into operational and financial details and begin assessing the value of your agency. We look at how your agency is structured, the make up of business you write, how long you plan to continue working, and much more.

Offer of Intent to Buy

Once we've evaluated your agency, we'll provide a formal letter of intent to buy with a proposed purchase price, a payment structure, and other agreed upon details about the sale.

Negotiation

Next, we'll both negotiate the terms of the sale to ensure all interested parties are happy with the final outcome.

Agreement to Sell, Final Terms and Closing

When both parties have agreed on terms, we will sign an official agreement to sell.

Post Acquisition

Once the agreement is finalized, we will work with you to setup a structured communication plan with your staff, carriers, and customers to discuss the plan for moving forward.

Every step is carefully and thoughtfully handled to ensure an optimal outcome for you, your employees, your carrier partners, and your customers. If you would like to learn more about our Perpetuation & Acquisition services, contact John Robinson at 317.414.1575 or Jerry Vollmer at 812.871.7030.

