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Full Transcript: David Grau On Maximizing The Valuation Of A Financial Advisor's Book, Practice, Or Business. Michael: Welcome, everyone. Welcome to the eighth episode of the Financial Advisor Success podcast. My guest on today's podcast is David Grau. David is the founder of FP Transitions, the leading marketplace for financial advisors looking to buy or sell financial advisory firms, in ...

### **David Grau On Maximizing The Valuation Of An Advisory Firm**

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Without a good understanding of the difference between the value specified in a buy-sell agreement and true economic value, parties to a buy-sell contract may unwittingly provide shareholders a financial incentive to cause a triggering event and get bought out.

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