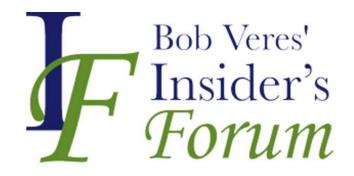
HOW TO BREAK GROWTH BARRIERS



If you would like to learn more about how to specifically break growth barriers, Angie Herbers is conducting an exclusive three hour advisory firm pre-conference workshop at the Bob Veres' Insider's Forum on September 6 in Nashville.

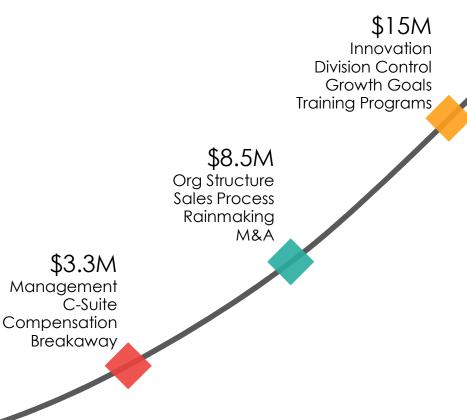
To sign up for the pre-conference workshop: "Four Point Plan: The Most Direct Path to Building a \$1B Firm" visit http://www.insidersforum.com/

Angie Herbers can be contacted directly at angie@angieherbers.com or on LinkedIn.

COMMON ISSUES AT ADVISORY FIRM GROWTH BARRIERS

*Dollar figures represent company revenues, not assets under management.

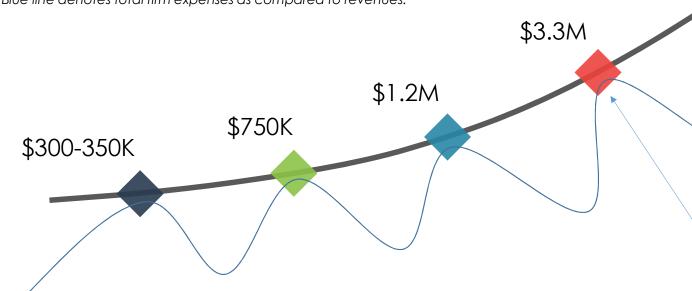




GROWTH BARRIERS:

EXPENSES RISE FASTER
THAN REVENUES AT SPECIFIC
REVENUE POINTS

*Dollar figures represent company revenues, not assets under management.
**Blue line denotes total firm expenses as compared to revenues.



Profit Margins in advisory firms rise and fall in predictable patterns. Margin Pressure happens at each growth barrier, reducing net income. In these times, you are working harder for less money. Don't sell or merge in these periods. Work beyond the barrier or get smaller with high margins before acquisition.

\$15M

\$8.5M

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