

1 **Buying, Selling and Valuing Accounting Firms**

Joel Sinkin

Accounting Transition Advisors

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About the firm:

- Merger and transition advisors exclusively serving the accounting industry
- Customized solutions
- Over 950 transactions, over 18 years of experience
- Represent the buyer or seller
- Services include:
 - Buyer-seller introductions
 - Merger and acquisition transaction structure
 - Document preparation/review, valuation and due diligence
 - Post-transaction business planning
 - General consulting and coaching

3 If there are 50 things you need to think about in a transaction.....

4 Why is Activity So High?

5 Three Ways to Grow

6 Starting the Transition Process

7 Is Your Successor Ready?

8 How to Select a Successor

9 How to Select a Successor

10 What is the Seller Thinking?

11 Purchase Price Structuring

12 Methods to Structuring the Transition of a Practice

13 Five Main Variables for Valuing
a Practice

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a Practice

15 Five Main Variables for Valuing
a Practice

16 Practice Information – Take a Look!

17 Practice Information – Take a Look!

18 Practice Information – Take a Look!

19 Other Items to Consider

20 Sales – Internal v. External

21 Sales – Internal v. External

22 Internal Buyout Purchase Price Terms

23 Internal Buyout Purchase Price Terms

24 Internal Buyout Purchase Price Terms

25 Due Diligence

26 Due Diligence

27 Due Diligence

28 Other Thoughts

29 Other Thoughts

30 For more information

Please visit our website for resources including
free reports, whitepapers and case studies.

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