

Succession Planning Using Sales And Mergers

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Transition Advisors

- 1. Transition Advisors**
- 2. If there are 50 things you need to think about in a transaction...**
- 3. Why is Activity So High?**
 - a. Economy:
 - b. Niche Development
 - c. The Boomers
- 4. Impact of Demographics**
- 5. Succession Challenges**
- 6. Three Ways to Grow**
- 7. Starting the Transition Process**
- 8. Is Your Successor Ready?**
 - a. Bigger is not always better!
- 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 through an External Sale**
- 13. What if Some Partners Want to Slow Down and Others Want to Grow and Stay On for Many Years?**
- 14. Five Main Variables for Valuing a Practice**
- 15. Practice Information – Take a Look!**
 - a. Who does the work?
 - b. Billing Information
- 16. Other Items to Consider**
 - a. Other assets, either acquired or required
 - b. Participation in Future Growth
- 17. Due Diligence - Do Your Homework!**
- 18. Due Diligence - Clients**
- 19. Other Thoughts**
- 20. Transitioning Clients**
 - a. What are the Client's fears?
- 21. For More Information**
 - a. Please visit our website for resources including FREE reports, whitepapers and case studies... Joel Sinkin, jsinkin@transitionadvisors.com, 1-866-279-8550, www.TransitionAdvisors.com