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Success Planning, Buying and Merging

Joel Sinkin

Accounting Transition Advisors

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

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Impact of Demographics

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Succession Challenges

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Succession Challenges

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Succession Challenges

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Impact of Demographics

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Reasons Why Firms Merge

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Why is Activity So High?

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Three Ways to Grow

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Have a Goal Prior To Merging

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Standard Goals of Merger for Growth

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Growth of Billings

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Methods to Structuring the Acquisition of a Practice

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Five Main Variables for Valuing a Practice

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Five Main Variables for Valuing a Practice

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Five Main Variables for Valuing a Practice

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Addition of Talent: Building an Internal Succession Team

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Cross Selling

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Adding a New Marketplace

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General Guidelines

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General Guidelines

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Mergers

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De-Merger Clauses

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Due Diligence

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Due Diligence

- 29  Due Diligence
- 30  Other Thoughts
- 31  Transitioning Clients
- 32  For more information