

Getting Ready For Sale

By Michael Terry

Day to day business is important, but if you intend to sell, consider taking the time to make plans and apply actions that can help assure a successful sale and assist you in getting the best possible price. Here are some things to consider.

- 1) Know what you can likely sell your practice for and structure the sale appropriately so you can be successful.
- 2) Keep revenues up and increase profitability before the sale and during the sale process.
- 3) Make sure there are no environmental or zoning issues with practice or real estate before sale.
- 4) Make sure leases are transferable.
- 5) Make sure covenants not to compete with associates are up to date and transferable.
- 6) Understand the type of sale that will likely be required (ie stock vs. asset sale).
- 7) Learn your likely tax consequences in advance of the sale using reasonable assumptions.
- 8) Find out what the market is like for your type of practice, determine a plan for marketing and consider alternative actions in your sale completion timetable.

If you fail to prepare for sale or make mistakes in preparation, it will likely cost you in some way or another, so plan ahead and get qualified help to assist you.