



## Practice Sales

American Practice Consultants is one of the premier firms in the country for assisting dentists in the transfer of practice ownership. We provide a full range of services including:

- Analyze the value of a practice
- Find buyers and sellers
- Manage the negotiation process
- Document preparation for attorney
- Arrange financing (frequently 100%)
- Plan the transition and maintain confidentiality
- Gather data including on-site visit
- Recasting financial statements to determine actual practice profitability
- Value Practice
- Prepare Practice Profile
- Marketing including a significant presence on the web
- Contact prospects from our extensive and exclusive databases
- Utilization of our Buyer Information Forms
- Arrange appointments for prospect visits
- Send info packages to interested prospects
- Answer buyer questions
- Knowing what is appropriate and inappropriate regarding buyer requests
- Ability to follow up with prospects – difficult for a seller to do
- Create and manage buyer competition
- Negotiate Transaction
- Utilize our Offer Forms
- Provide input on offers
- Sample Agreement of Sale for Seller's Attorney
- Review contracts
- Provide suggestions regarding the allocation of the sales price for tax purposes
- Refer Buyer to my financing sources which typically provide 100% of the price
- How to deal with staff and patients
- Provide Sample Patient Letters; review drafts
- Guiding Seller through the process
- Maintain Confidentiality by keeping line of communication through my office
- Using our extensive experience to provide solutions to problems
- Affiliation with ADS which has an extensive national presence
- Fee is contingent upon sale – client has no upfront financial obligation
- Seller is our client – buyers do not pay us a fee
- Excellent referral sources for attorneys, accountants and banks
- Address buyer concerns including referring them to dentists who have purchased practices through us