



Successful Practice Sales: The Complete Guide to Buying, Selling or Merging Your Accounting, Consulting or Tax Practice

John Ezell

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John R. Ezell is the president of ProHorizons and has spent more than ten years assisting clients with the sale, acquisition or merger of their accounting, consulting, and tax practices. Now with the help of Ken Berry, he has put his knowledge and expertise down on paper in Successful Practice Sales. For the first time, you, the practice owner, can have a resource at hand that will guide you through every nuance of these potentially daunting business transactions. This is your guide to:

- Selling your practice using a comprehensive sales process
- Acquiring a practice using a model acquisition process
- Merging two practices and navigating the unique challenges mergers present
- Financing your acquisition through outside lenders
- Exploring the complete sales life cycle and the interactive timeline between the seller and buyer
- And, most importantly, avoiding the common pitfalls and issues your transaction may encounter

Plus an extensive appendix provides ready-to-use samples of a letter of intent, letters to clients, a due diligence checklist, and vital industry resources you will need to ensure your practice sale is a success.

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