



M&A AND SELLER SERVICES

ACQUISITION PROCESS OVERVIEW

PHASE 1

Finding the Best Match

Comprehensive Valuation Report (CVR)

Identifying traits of your ideal buyer

Marketing the practice

Vetting potential buyers

Negotiating major deal terms

Term sheet/LOI

PHASE 2

Completing the Deal

Due diligence

Negotiating ancillary deal terms

Drafting deal documents

Closing

