



Our simple guide to selling a dental practice

Stages of the Sale:



DISCUSS



FORMALISE



INFORMATION



VALUATION



MARKETING



VIEWING



NEGOTIATE



SOLD!

What happens:

Establish what's for sale and get a snapshot of the business.

Identify method of sale, confirm intention, establish a timetable and best outcome. Then formalise with a signed Business Sales Agency Agreement.

Collate financials, asset register, lease, and other practice details.

Estimation of indicative price requires full information. Consider growth potential.

Develop and implement marketing campaign to include websites, social, flyers, edms, publications, and buyers list.

Show the practice.

Establish offer date. Review offers and establish preferred buyer. Negotiate the price with the buyer.

Agree on sale price, takeover date and additional terms. Sign the Sale & Purchase Agreement. Congratulations, once settlement is processed the business is sold.

Contact Bruce McCormick on **021 777 499** for a confidential consultation.