Transition Brokers, Inc.

Bringing buyers and sellers together

“***Eventually, every business changes hands. Are you ready*?”**

Ralph Steiner, Transition Brokers, Inc.

Six simple questions to evaluate your transition readiness:

1. Do you have a written strategy for the transition of your practice if you die, become disabled or when you retire?

    ______ No, I know I should, but who has time?
    ______ Yes, sort of, maybe.
    ______ Definitely.

2. Are you planning to retire within the next 5 years?

    ______ Yes, and I know I need help.
    ______ No, but I could use help to create greater value.
    ______ I am totally ready right now to talk about transition planning.

3. Do you know the value of your practice?

    ______ Yes, I have a value and I understand how it was determined.
    ______ No, but I've sure wondered about it. I hope it's a lot.

4. Have you ever tried to sell your practice by yourself?

    ______ Yes, it took all my time, all my energy, and I still own it.
    ______ No, it's too overwhelming to even consider.

5. Are you interested in buying a practice?

    ______ Yes, I'm looking for one to buy.
    ______ No, but I am quite curious about how it could expand my practice.

6. Yes, I agree that eventually every business changes hands. I need help with; Practice management refinements to make my practice more valuable.

    ______ A valuation of my practice.
    ______ A marketing kit to help me sell my practice.
    ______ A search for a qualified buyer who is the right “fit.”
    ______ Help with transition terms and negotiations, whether with a buyer or family member.
    ______ Connecting with someone who built a successful practice and sold it.
    ______ All of the above!

When you're ready, Transition Brokers can help.
Contact Ralph Steiner at 612.817.1939 or Ed Howat at 651.405.6644.
You can Email your readiness evaluation to TransitionBrokers@comcast.net.
All conversations and Email are strictly confidential.