

Practice brokers are the professionals who will facilitate a successful sale. It is important that you understand just what a professional practice broker can do – as well as what they can't. As your practice broker we can help you set a market price and how to structure the sale so it makes sense for everyone – you and the buyer. We can find the right buyer, work with you and the buyer, every step of the way until the transaction is successfully closed. We will also help the buyer in all details of the practice buying process.

A practice broker is not, however, a magician who can sell an overpriced practice. Most practices are saleable if priced and structured properly. You should understand that only the marketplace can determine the sale price. The amount of the down payment you are willing to accept along with the terms of the seller financing can greatly influence not only the ultimate selling price, but also the success of the sale itself.