



**TOTAL
PRACTICE
SOLUTIONS
GROUP**

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Veterinary Practice Sales & Appraisals

19603 Harrelson Drive
Belton, MO 64012

*Veterinary practice brokers focused
on the financial success and growth
of fellow veterinary professionals.*



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SOLUTIONS GROUP**
Veterinary Practice Sales & Appraisals

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www.tpsgsales.com



Selling or Buying a Veterinary Practice?

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You have decided to sell a portion of your practice...

The good news is that an Associate Buy-In is a win-win for both parties.



The major advantages for the Seller are:

- The peace of mind a partner will bring when you are away from the practice.
- Generally more and extended vacations are possible when a partner is watching the store.
- Most importantly when selling a portion of the practice to a younger Associate the sale allows for an exit strategy for retiring and eventual exit from your practice.

The major advantages for the Buyer are:

- The overriding liquidity to the Buyer that is acquired in the equity they are building in the practice.
- The management and business savvy you will learn from the Seller as they mentor you as a partner.
- The eventual control of the practice going into the future.

However, one needs to realize, an Associate Buy-In is a partial sale of your practice. The same issues that are required for a full-practice sale are needed for an Associate Buy-In. An appraisal, negotiations of selling price, asset purchase agreements, a real estate contract (if real estate is involved), a non-compete for all parties and of course the financing of the practice for the buyer.

But unlike a complete sale, an Associate Buy-In will entail some of the following issues:

- Compensation packages for all partners.
- Responsibilities of each partner and the amount of time each partner works.
- Exit strategies for the senior partner and the expected time frame and amount of remuneration received.
- Practice liabilities that the Associate will have to inherit with a purchase.
- Most importantly, a structured plan that allows both seller and buyer to assure minimum tax consequences, while assuring maximum tax benefits. (The seller will always want to maximize capital gain while the buyer will want to depreciate the costs thru an asset sale.)

Unfortunately, if the practice is incorporated; a stock sale does not allow the buyer the opportunity for depreciation and results in buying the practice with post taxed dollars, rather than pre-taxed dollars.

Thus, when selling a portion of the practice in an Associate Buy-In, often times it requires the restructuring of the operating entities. This process allows both seller and buyer the ability to arrive at a position after the sale with the fewest tax consequences.

While an Associate Buy-In is generally a win-win situation for the seller and buyer the navigation of the process can be tricky and time consuming.

The Total Practice Solutions Group has worked with attorneys and accountants and will bring to the table a detailed plan on how to proceed for both seller and buyer. We try to solve all the issues that are required for a successful and enduring partnership. We also provide a booklet that covers "Areas of Consideration in Partnership Agreements". This booklet covers approximately 40 areas that may need agreements concerning partners.

We realize how difficult for all parties, the transition from Associate to Partner can become in many situations. After all, as previous practice owners, we have been on both sides of the table during our practice careers.

Contact an area broker in your area and let them show you how to bring that Associate on board.

Practice Listings

TotalPracticeSolutionsGroup.com

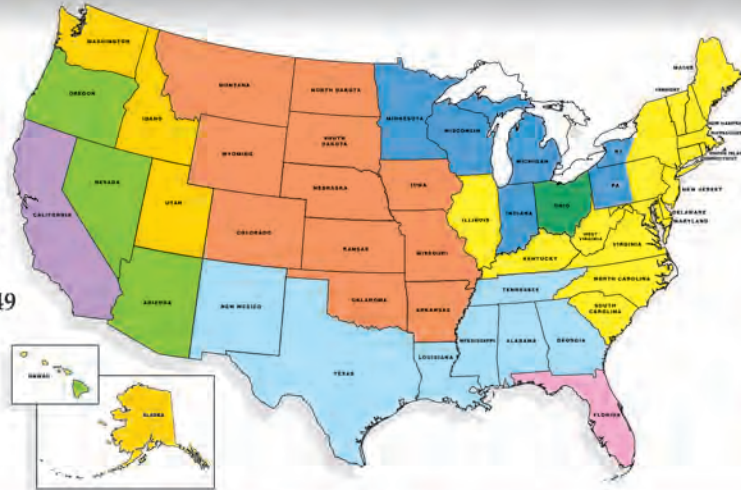
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Dr. Kurt Liljeberg 800.380.6872 - kurt@tpsgsales.com MN, WI, MI, IN, OH, NY, PA

- MN - West Central MN SA Px gross \$550K. Very profitable.
- NW WI near St. Paul. Mx Px gross \$730K. **Under Contract.**
- WI - Wausau area, SA Px gross \$950K. Very profitable. Call for more info.
- WI - far north central. SA Px gross \$1M. Near Michigan Upper Peninsula.
- IN - **New!** Indianapolis south side SA Px gross \$400K. Px and Re \$495,000.
- IN - **New** Indianapolis SA Px gross \$650K. Very nice!! Px and RE is \$725K.
- IN - Ft Wayne/Indy corridor SA gross \$426K. Px and RE price \$450K. **New**
- IN - **Just Listed**- Lafayette area SA practice. Gross \$400K. Prx price \$325K.
- OH - **New** West Cleveland suburbs. SA gross \$720K. Excellent hospital.

Dr. Richard Alker 850.814.9962 - richard@tpsgsales.com FL

- Eastern Panhandle AAHA 1 Dr., well established, Prx & R/E. Awesome location, lots of new development in area, 2012 Gross ~\$552K- up 5%.
 - Miami - Solo Dr. small animal, established 20 years, great reputation, great location in retail plaza. Owner motivated to sell. Price Reduced.
 - **New** - Ft. Lauderdale-Upscale turnkey facility for lease including equipment, needs a Veterinarian. Adjacent to a large grooming school.
 - **Under Contract** - FL Panhandle- Gross\$700K Prx.&RE\$895K
 - **New** - Coastal Panhandle Established Prx w/Satellite 2012 gross ~\$950K.. Main Prx. was up 22% and satellite was up 43%. Lots of interest.
- Practice Owner's-It is a great time to get your Practice Valuation/Appraisal one.

Dr. Len Jones & Rebecca Ramsey TX, NM, LA, MS, AL, TN, GA, FL 877.711.TPSC or 334.703.5837 Rebecca or len@tpsgsales.com

- TN - **Quick Sale, Only \$100K for Prx Gross \$325K.** Great comm location. TX Houston **New, this is it!** Gross \$900K+, impeccable facility, ideal location. TX N Houston **New, Serious Interest.** Gross \$700K+, prime commercial RE. FL, MS, AL, NM practices available. Too many to list, call today for info. TX Fort Worth **REDUCED** Up 20%! reputable, loyal staff, Prx & RE \$675K AL N Birmingham **New!** Gross \$650K+, excellent cash flow! 4250SF Prx&RE TX Abilene **New!** Gross \$850K+ 3000SF facility, Mon-Fri Prx & RE \$875K AL Decatur **New, Serious Interest.** Asset practice sale. Beautiful facility. TX N East **Price Reduced!** \$650K for prx & commercial RE **New!** Lease spaces available in San Antonio, Ft. Lauderdale & Houston.

Scott Daniels 877.778.2020 - scott@tpsgsales.com CA, OR, AZ, NV, HI

- IN ESCROW CA- Northern CA, SA. Gross \$1.1 million, RE also available. Office boasts strong profit and shows a real pride of ownership.
- **NEW LISTING** San Bernadino CA, Near Los Angeles. Gross over \$700 SA. Spacious office, Lots of room for growth. Excellent street visibility

**Need help finding your dream practice?
Ask about Buyer's Gold Subscriber Services
Call for more info**

Buying, Growing Selling Dinner Seminars coming to your area
Call for dates and locations.

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- Chicago, IL - Practice with RE with excellent facilities, motivated seller.
- Peoria, IL - In shopping center, build-out is new & pristine. Buyer will make over 125K after debt service. Seller motivated.
- Central - IL EMER Practice in leased facility. Will net buyer 125-150K after debt service.
- **New Listing** - Central IL Holistic practice grossing 1M on 4 day work week. Pristine R.E. and new construction. Very profitable.
- **Under Contract** - OH - Toledo Suburb-Grossing 500K with pristine R.E.
- **New Listing** - NC Greensboro-Durham corridor grossing 800K in pristine leased facility. Very lucrative practice. High cash flowing practice.
- **New Listing** - DC MD Suburb In shopping center leased facility. Practice with adjoining boarding. Owner financing available.
- **Under Contract** - NC-35 mi N. of Raleigh, in shopping center location.
- Columbia, SC - Feline practice being run part time in upscale suburb. Pristine lease hold facility.
- WV - Practice Grossing 750K with 3,500 sq. ft. RE. Buyer makes 150K plus after debt service. Near Ohio boarder.

Dr. Karl Salzsieder 360.577.8115 - karl@tpsgsales.com WA, ID, OR, AK, UT, NV, AZ, HI

- OR EQ Surg Spec \$280k, LG DBL SX and EQ Hosp \$2.1mil
- OR SA Health reasons must sell, \$100k, 2240 SF RE Avail
- NW OR High Net, SA, \$575k, Updated interior, high tech
- ID SA growing > 20%/yr, \$525k includes 3000 SF RE,
- NW WA SA Health reasons must sell, \$100k
- AZ Great potential SA, Practice and over 3000 SF RE \$775k
- AZ Fast growing SA 5000SF, Practice and RE \$1mil
- AZ listings by JLH Real Estate Services, LLC, an AZ licensed RE Broker
Ph: 480 607 2949 Fax: 480 607 0077

Dr. Dave Davenport 816.331.9449 - dave@tpsgsales.com MT, WY, CO, ND, SD, NE, KS, OK, IA, MO, AR

- Johnson Co. KS - **CONTRACT PENDING.** Exclusive SA Practice in free standing building. Grossing over \$1.7 M.
- Ponca City, OK - SA Practice with RE. Grossing over \$500K.
- Norman, OK - Multi Dr. Practice. Grossing over \$850K inc. Bldg & RE
- Tahlequah, OK - SA Practice, 3 yr. old free standing bldg. \$400K Gross
- Vermillion, SD - 100% SA in college town, with RE. Price Reduced.
- North Kansas City, MO - Shopping Center location grossing over \$650K
- North Central Iowa - 30% SA, 60% Bovine. Includes Real Estate \$100K
- West Central Mo - Mixed practice. Excellent facility \$700K Gross

Visit www.TotalPracticeSolutionsGroup.com to find more information on the practices listed above and additional services.