

# Many steps to sell a medical practice

Planning	Search	Deal making	Close
Plan for selling	Activate Buyer Search Plan	Buyer visit and first meeting	Open Due Diligence
↓ Gather your data	↓ Distribute Executive Summary	↓ Tour practice	↓ Coordinate third party finance if needed
↓ Recast your financial statements	↓ Qualify Buyer	↓ Establish buyer interest	↓ Obtain lender instructions
↓ Determine value and assets to be sold	↓ Buyers signs a Confidentiality/ Non Disclosure Agreement	↓ Motivate Buyer to act— Offer to purchase	↓ Open escrow
↓ Prepare an Executive Summary	↓ Determine Buyer Interest	↓ Facilitate negotiations	↓ Start bulk sale process
↓ Prepare Confidentiality Business Review	↓ Present Confidentiality Business Review	↓ LOI or Asset Purchase Agreement	↓ Sign final documents
			<i><b>Congratulations!!! Sale is now closed</b></i>