

Practice Conditions

<i>Profitable</i>		Strained revenue	
<i>Succession assured</i>		Unplanned Succession	
<i>Specialised practice</i>		General Practice	
<i>Insignificant debt?</i>		Significant debt	
<i>Practice value +>\$2M+</i>		Practice value < \$2M+	
<i>Leveraged teams</i>		No leverage teams	
<i>Rented premises</i>		Owned premises	
<i>Online presence</i>		No online presence	

What do you want?

Do you want to exit	
When do you want an exit?	
Do you want the practice to live on beyond you?	
Do you want an income stream into the future from the practice?	
Do you want to continue working for a period?	
Could you live with an external sale?	
Do you want to continue working for an extended period?	
Are you prepared to share your equity?	
Is your practice going well?	
Are areas of your practice being challenged?	
Are your clients tied to you	
Is your client base stable?	
How engaged are your people?	
Is your practice specialised?	
Do you recognise WIP	