

SVA Accounting Spotlight on Service: Practice Valuation is the First Step

For owners of medical and dental practices it's becoming increasingly difficult to determine how much your practice is worth, who the potential buyers are, and ultimately how a deal should be structured. Buyers of these same practices face their own unique challenges related to financing, deal structuring, and ultimately the fairness of the asking price related to the future earnings and expectations. We have seen an influx of individuals valuing practices over the last few years, many without formal training in valuation or taxation. As a result, many deals are completed without each party understanding the long-term feasibility and financial ramifications of the transaction.

Hi, I'm Kelly Bradley, partner in charge of SVA's healthcare services group and a practice valuation professional. At SVA our valuation experts are formally trained in healthcare valuation and are also CPAs with extensive tax and practice consulting backgrounds. We have a history working with both buyers and sellers to provide a realistic value expectation, a thorough analysis of the feasibility of the transaction, and structuring deals for maximum tax efficiency. We are not paid a commission and we have no inherent conflict of interest. Our goal is the post transaction financial success for buyers and sellers. I encourage you to call an SVA valuation expert today.