



10 STEPS TO BUYING A PRACTICE

1. Perform a complete self-assessment
 - *Internal Infrastructure*
 - *Financing*
 - *Time Commitment*
 - *Goals (Personal & Professional)*
2. Locate a suitable acquisition candidate
 - *Define/explore your channels*
3. Begin preliminary discussions
4. Perform the first level of due diligence/analysis – assess the opportunity
 - *Quantitative*
 - *Qualitative*
5. Arrange for financing or payment terms
6. Prepare a letter of intent/term sheet
7. Complete formal due diligence/adjust offer
8. Prepare agreements
9. Complete and sign the purchase agreement and related documentation
10. Begin post-closing transition plan

FP Transitions is the nation's leading provider of equity management, valuation and succession planning services for the financial services industry. Based in Portland, Oregon, FP Transitions operates the largest open market for buying and selling financial service practices in the U.S.

Since opening its doors in 1999, FP Transitions has completed more financial service transactions than any investment banker or business-broker in the country. FP Transitions' expertise also includes continuity planning, practice benchmarking, compensation studies, entity formation, mergers and acquisitions, and equity compensation strategies.



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