



PRACTICE TRANSITIONS

CLIENT CASE STUDY

Is Your Practice Too Unique to Sell? This Physician Thought So Too.

When Dr. F, an entrepreneurial healthcare provider contacted Practice Transitions Group (PTG), he was ready for his next chapter.

"I loved what we built, but I was ready to explore new opportunities," he recalled. "I needed the right partner to help me transition this unique practice."

SELLING A UNIQUE HEALTHCARE MODEL

Dr. F built something special - a thriving hybrid practice combining primary care with physical medicine. The practice demonstrated impressive financial performance with consistent year-over-year growth

and industry-leading 30% EBITDA margins. The practice employed seven providers across multiple specialties, operated with sophisticated practice management systems, and maintained a strong commercial insurance payer mix.

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"We had created something special by combining these specialties," Dr. F explained. "I wanted to find a buyer who could see the power in our approach."

THE STRATEGIC APPROACH: FINDING THE RIGHT BUYER

Practice Transitions Group (PTG) recognized the unique opportunity Dr. F's practice represented. "This wasn't a conventional primary care practice or physical medicine clinic," noted Taylor Fyfe, Managing Partner at PTG. "We needed to find a buyer who could appreciate both the innovative model and the strong business fundamentals."

OVERCOMING OBSTACLES IN SELLING A HYBRID PRACTICE

Selling Dr. F's practice came with distinct challenges. Traditional buyers often focused exclusively on primary care or physical medicine, making it crucial to find a strategic buyer who could appreciate the synergies between service lines. The transaction required complex financial analysis to properly demonstrate that it was worthwhile to maintain practice operations during due diligence and coordinate with SBA financing requirements.

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"Many potential buyers were locked into conventional practice models," Dr. F admitted. "But PTG's team was committed to finding the right buyer who could see the bigger picture."

SOLUTIONS FOR SELLING A HYBRID PRACTICE

PTG developed a comprehensive approach to position the practice to the market. Their strategy centered on detailed financial analysis highlighting the synergies between service lines while emphasizing business fundamentals and growth metrics. The team focused on strategic buyer targeting beyond traditional groups, highlighting the practice's operational excellence and developing structured transition planning to ensure continuity.

KEY DIFFERENTIATING FACTORS

What made Dr. F's practice attractive to buyers included:

- A proven track record of innovation and growth
- Strong operational systems and processes
- Consistent profitability and robust margins
- Sophisticated practice management infrastructure
- Strategic market position and diverse revenue streams

HOW PTG'S RESULTS SHAPED DR. F'S FUTURE

Through careful positioning and negotiation, PTG delivered exceptional results. The sale price significantly exceeded initial valuation expectations, with the team finding an entrepreneurial buyer who valued the innovative model. PTG structured favorable transition terms, protected staff positions and practice legacy, and successfully facilitated the SBA financing process.

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"What impressed me was PTG's ability to find a buyer who valued not just the financials, but the unique model we'd built," Dr. F said.

A NEW CHAPTER FOR DR. F

Today, Dr. F is exploring new entrepreneurial ventures while ensuring his practice thrives under new ownership.

"Selling my practice has given me the freedom to pursue new opportunities while knowing our patients and staff are in good hands," he reflected. "If you've built something unique don't let conventional wisdom limit your options. PTG knows how to find the right buyer for innovative practices."

THE PTG DIFFERENCE

Practice Transitions Group specializes in maximizing value for healthcare practice owners through their expertise and business-first approach. The team's extensive experience allows them to recognize and articulate value that conventional buyers might overlook. Their comprehensive support manages every aspect of the transaction, allowing owners to maintain focus on their practice during the sale process.

"Dr. F's story demonstrates why having the right advisor is crucial when selling your practice," said Thomas Allen, PTG's CEO. "Our team's combined experience in healthcare M&A and practice operations allows us to maximize potential while protecting what makes each practice special."

Call us at (512) 761-7101 or send us an email at Engage@PracticeTransitionsGroup.com



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