



PRACTICE TRANSITIONS

CLIENT CASE STUDY

Preserving Years of Hard Work: How a DFW Dentist Found the Perfect Next Chapter

When Dr. G approached Practice Transitions Group about selling her Dallas-Fort Worth area practice, she was ready to make a change. After years of building the practice into a multi-million dollar operation, she wanted to focus on a new venture in a different part of the Metroplex.

THE CHALLENGE: MESSY BOOKS THREATENING SALE POTENTIAL

The practice had strong fundamentals:

- Historical production of \$2MM annually

- Recent investments in equipment and marketing for expanded services
- Prime suburban location
- Solid core staff

However, significant financial reporting challenges threatened to derail a successful sale:

- Inconsistent bookkeeping practices
- Multiple parties handling accounting
- Revenue tracking and allocation issues
- Complex accounts receivable situation
- Credentialing complications

THE PTG APPROACH

Rather than sugar-coating the situation, PTG:

- Conducted thorough financial analysis to understand the true picture

- Provided clear documentation of issues and opportunities for buyers
- Emphasized practice strengths and growth potential
- Maintained strong communication with all parties
- Leveraged market expertise to find qualified buyers

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"She was very appreciative of anybody helping her," noted PTG's transaction support team. "She knew there were issues and wasn't denying it."

THE RESULT: EXCEEDING PRICE EXPECTATIONS

Despite initial concerns that messy books would severely limit the sale price, PTG:

- Generated multiple interested buyers
- Negotiated sale price greater than she or PTG expected
- Structured favorable AR terms for the seller
- Completed the transaction in approximately 4 months from listing
- Achieved a smooth closing process

KEY TAKEAWAYS

This case demonstrates how practices with strong fundamentals can achieve successful transitions even when facing operational challenges. Key success factors included:

1. **Transparent Communication:** Being upfront about challenges while highlighting opportunities
2. **Strong Location:** Prime suburban setting attracted qualified buyers
3. **Growth Potential:** Recent investments in expanded services created future upside
4. **Expert Navigation:** PTG's experience handling complex transitions and messy bookkeeping
5. **Team Approach:** Coordination between PTG's transaction team and third-party advisors

RESULTS

The buyers - a husband and wife dental team - saw the practice's potential despite the challenges. They have already expressed interest in growing through future acquisitions with PTG's help.

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