CLIENT CASE STUDY

"I Was Ready to Leave. My Partner Wasn't Done Yet." How PTG Represented an Exit for One Partner and a Path Forward for the Other

TWO PARTNERS, ONE EXIT

Dr. Ellis and Dr. Sutton spent years building a behavioral health practice across two locations in the South, running a medication management model with a larger team of therapists under them. Dr. Ellis was ready to sell and step away from the practice entirely. Dr. Sutton was selling his share of the practice, but he wasn't looking to leave, and he wanted a structure that let him keep building the practice under new ownership. Dr. Ellis had been exploring his options when he found PTG, and what stood out to him was a team focused specifically on healthcare practices rather than business sales in general. When he decided to sell, he reached out to Thomas Allen.

TAKING IT TO MARKET

PTG reviewed the practice's financials and found a well-run operation in a market with staying power. From there, PTG took it to market. Offers came in from buyers who understood how the economics of a behavioral health practice work, where therapists carry the bulk of patient work and revenue follows that structure.

GETTING TO TERMS THAT WORKED FOR BOTH

PTG walked the doctors through what each offer meant for them individually and helped them settle on a buyer who could give Dr. Sutton meaningful capital and room to grow the practice further. PTG also built a defined number of clinical days each month directly into the agreement for Dr. Ellis, letting him step back without leaving patients mid-treatment.

AFTER THE TERMS WERE SET

Reaching an agreement didn't mean every number was final. The buyer revisited the valuation on the real estate the doctors had personally owned for years, coming in lower than what had already been agreed. Thomas walked through what the property was actually worth, and the original number held.

THE OUTCOME

PTG brought the deal to close with the terms intact. Dr. Ellis settled into the clinical schedule built into the agreement, staying present with patients while stepping back from the parts of ownership he was ready to leave. Dr. Sutton stayed on to keep building what they had started, now with a partner positioned to invest in what came next.

Beyond obtaining the best financial outcome, we are committed to ensuring the long-term success and legacy of each practice we work with. We approach every transaction with a genuine desire to understand our client's goals, crafting deals that align with their vision for the future. Then, we lead all aspects of the sale or partnership. With a team that combines expertise in financial analysis, marketing strategies, and sell-side negotiations, we execute successful, profitable transactions for our clients.

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

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