

CLIENT CASE STUDY

“I Wanted a Buyer Who Would Take Care of What We Built.”

How PTG represented a family-owned wellness group through its sale.

WHAT THEY BUILT

For 40 years, a family-owned pharmacy and wellness group served its community from four retail locations and a state-of-the-art compounding lab. The brand was well known across the city and part of the family’s identity. When the family decided to sell, the CEO reached out to PTG to find a buyer who would look after the business.

PREPARING THE NUMBERS

PTG’s underwriting team started with the financials. The books were reasonably organized, which gave the team a solid starting point. The team then adjusted reported earnings for expenses that wouldn’t carry over to a new owner, so buyers could see what the business actually earned.

TAKING IT TO MARKET

When Thomas Allen took the business to market, buyers responded to the brand, the lab, and the stability of a business that had run for decades. Local entrepreneurs and small investment groups took a close look, and some of the interest was in the lab alone. But much of its revenue ran through the stores, and the two couldn’t separate cleanly.

THE RIGHT FIT

It took time to find the right fit. Thomas kept the process moving as interest narrowed to buyers who understood the category, and one came forward who already ran pharmacy services and had the capital to take this on. This buyer wanted all four pharmacies and the lab together, which kept the business whole.

GUIDING THE BUYER TO SIGNING

The process was new to the buyer, so Thomas walked him through it, introducing him to the people he needed and taking each step with him until he trusted it. A professional who worked on the sale wrote afterward that Thomas's ability to "navigate the business issues, keep the parties focused on solutions, and help move the transaction toward closing was invaluable."

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PASSED FORWARD

The family signed with the buyer, and the CEO stayed on for a few months to help with the transition. With PTG's help, the family found someone who would take care of what they built.

Note: Details have been anonymized to protect client confidentiality.

Founded in 2015, Practice Transitions Group is a sell-side M&A advisory firm for healthcare practices with $2 million to $30 million in revenue. Our team has brought more than 300 aesthetics, dermatology, medical, and dental practices to market, negotiating against strategic buyers and private equity groups on behalf of practice owners. We work nationwide from our headquarters in Austin.

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