

DEDICATED TO YOUR SUCCESS

When & How To Sell Your Practice

AN ONLINE WORKSHOP with a
BONUS in-person mastermind in
Denver, CO on September 16th
AUGUST 18 – OCTOBER 6, 2022



DESIGN AN EXIT PLAN THAT IS BEST FOR YOU

- Should you sell your practice to a large group that is buying up practices?
- Should you find the right associate(s) to buy your practice from you?
- Should you “buy your practice from yourself” before you sell it to someone else?
- When should you begin your exit plan in earnest?
- How do you value, sell, contract, and exit your practice?
- What kind of exit do I even want? Sell and leave, continue to work part-time?
- Is any of this still feasible?
- Can I retire or am I stuck?

If any of the above questions are on your mind, even if it feels like your exit is far in the future, then this program is perfectly designed for you.

Your practice is a valuable asset that you have grown and nurtured for years. It should be a significant contributor to your ability to retire and enjoy that retirement. Will it be?

Regardless of whether you sell your practice to:

- Private equity, a hospital system, or a supergroup
- An associate doctor (or several associates)
- On the open market

You need to have a plan. To be successful that plan must include:

1. A business growth plan (the practice needs to be growing and not contracting for the best result)
2. A management structure that works well (well-run practices are easy to spot as are their counterparts and well-run practices are more valuable and attractive)
3. A proper value for the practice that can be defended
4. A purchase agreement and contract that is attractive to buyers and the seller (there are numerous creative approaches that can overcome almost any hurdle that interested parties face)

Design an Exit Plan That is Best for You includes detailed plans, coaching, and mentoring in all four of the above areas.

We challenge you to find even one program for podiatrists that is this comprehensive. Led by experts in the law, contracts, valuations, marketing, and management this program will prepare you to design an exit plan that truly works for you. Your practice is an extremely valuable asset and with the right plan you can realize the fruits of your life's work by selling it at the right time and on your terms.

Far too many podiatrists come to this stage in their career and do not prepare only to discover their practice isn't worth much. That does not have to be your future. This program will ensure you know exactly what you need to accomplish to maximize the value of your practice when the time comes.

If that day is only a year away or even 20 years in the future, this program is designed for you. The more time you have to prepare, an additional benefit of this program is that your profits will significantly increase and you will earn more if you implement what you learn in this program.

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Peter Wishnie



Tina Del Buono



John W. Leardi



Rem Jackson

DESIGN AN EXIT PLAN THAT IS BEST FOR YOU

This Hybrid Online and Face-to-Face Approach is Unique.

The program consists of 6 online sessions (approximately 90 minutes in length) and one bonus full-day, in-person meeting in Denver at the Grand Hyatt Hotel on September 16th. The [Top Practices Summit](#) begins on the 16th in the evening and continues through Sunday so you can attend the Summit as well with special pricing for workshop members. This one-day Mastermind Meeting, in the middle of the program, will not only prepare you for your exit but will allow you to develop relationships with other doctors who are learning with you and are preparing their own exit plans. **These relationships could last a lifetime if nurtured. (Note: You do not have to attend the in-person meeting in Denver to receive 100% of the information in this workshop series, but the face-to-face meeting with your fellow attendees and direct access to the four presenters is invaluable.)**

The Schedule:

Each online session is at least 90 minutes. All sessions are on Thursday evenings starting at 7:30PM EASTERN until 9:00PM. All sessions are recorded and will be available online or for download so you can access them permanently.

Sessions are on these dates:

- **Session 1 – begins August 18:** What is your practice worth? How to value and defend your numbers
- **Session 2 – August 25:** How to choose and execute your personal exit plan
- **Session 3 – September 8:** Purchase agreements, contracts, and creative solutions
- **Session 4 – September 22:** Getting top dollar for your growing practice
- **Session 5 – September 29:** Presenting a well-run, organized, and valuable practice to buyers
- **Session 6 – October 6:** Transitioning to the new owners and your role after the purchase
- The **face-to-face meeting is on September 16 at the Grand Hyatt, Denver, CO.** In this session you will work interactively with all attendees and the presenter team and get all your questions answered in-person.

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Register now for the only program in podiatry designed to ensure you get the best possible outcome when it is time to sell your practice.

I'M IN! SIGN ME UP!



TOP PRACTICES

THE HOME FOR PRIVATE PRACTICE

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PRESENTS

THE TOP PRACTICES MARKETING AND MANAGEMENT SUMMIT THE HOME FOR PRIVATE PRACTICE

THE PRIVATE PRACTICE PLAN TO *Succeed*

SEPTEMBER 16, 17 AND 18, 2022 • THE GRAND HYATT • DENVER, COLORADO

*The Business of Private Practice in
Podiatry is Changing...for the Better.*

KEYNOTE ADDRESS

**BY HEALTHCARE ATTORNEY JOHN LEARDI
IT'S NEVER EASY, BUT IT'S WORTH IT**

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SEP. 16, 17, 18, 2022 • GRAND HYATT • DENVER, CO