



# Client Success Stories

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**Your Business. Your Legacy.**

**Trusted by practice owners across the United States.**

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# Client Background

An attorney initially hired Private Practice Transitions for an **Opinion of Value (OOV)**, a formal assessment of the practice's market value.

Over the following months, PPT continued to update and refine the valuation. When an offer came in from a competing firm, the client turned to PPT to **manage the transaction**.

## INDUSTRY

 Legal Practice

## ENGAGEMENT TYPE

 Opinion of Value & Brokerage

## PRIMARY CHALLENGE

 Below-market offer from single buyer

# The Challenges



## Below-Market Opening Offer

The initial offer from the approaching firm was well below the practice's independently established market valuation.



## Seller's Instinct to Negotiate Narrowly

The client initially wanted to negotiate exclusively with the one interested party, limiting leverage and competitive pressure.



## Protecting Seller Interests

Ensuring the client did not leave significant value on the table by accepting the first offer out of convenience or urgency.

# Our Approach

01

## VALUATION SUPPORT

Established a credible, current valuation baseline, giving the client a clear anchor for negotiations.

02

## STRATEGIC COUNSEL

Advised against exclusive negotiation and recommended an open-market approach to generate competitive interest.

03

## BUYER SOURCING

Introduced a qualified buyer from PPT's network who was a stronger cultural and operational fit.

04

## NEGOTIATION MANAGEMENT

Managed the offer process, ensuring the client received both maximum financial value and optimal deal structure.

# The Results

100%

SOLD AT ASKING PRICE

2X+

CASH DOWN

By choosing not to accept the first below-market offer and instead **trusting PPT's open-market strategy**, the client was able to secure a significantly **stronger outcome**.

That approach ultimately led to a buyer from PPT's network who not only **delivered better value**, but was also a much **stronger fit** from both a cultural and operational standpoint.

# Why Practice Owners Choose PPT

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## Proven Results

We have brokered hundreds of deals across the United States and proudly maintain a 100% success rate.



## Expert Representation

Led by Justin Farmer, Esq., CBI, a Certified Business Intermediary through the International Business Brokers Association (IBBA), PPT brings legal, financial, and brokerage expertise to every engagement.



## Your Legacy, Protected

PPT treats every transaction as a legacy event, not just a financial one. Confidentiality, culture fit, and client care are central to every deal.

**Your Business. Your Legacy.**

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# Ready to Start Your Transition?

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Let's talk about what your practice is worth and what comes next.

[SCHEDULE A CALL](#)



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