

Client Background

With more than **\$3 million in gross revenue** and a clear eye toward the future, this established **CPA firm** turned to Private Practice Transitions to find a strategic growth partner.

The search was focused on securing the right fit, one that appreciated the strength of the business, supported the clients' long-term goals, and could help navigate a smooth transition for employees and clients alike.

INDUSTRY

 Accounting & Financial

ENGAGEMENT TYPE

 Advisor & Broker

PRIMARY CHALLENGE

 Finding a strategic growth partner

The Challenges



Confidentiality of Sale

The firm needed to maintain confidentiality while preparing a detailed data room for deep-dive legal, financial, and Quality of Earnings review.



Filtering a Large Buyer Pool

With approximately 150 inquiries coming in, the real challenge was narrowing the field to the few groups that best matched the clients' goals.



Maximizing Strategic and Financial Outcome

Maximizing the financial return on the clients' years of steadfast dedication and hard work.

Our Approach

- 01 DATA ROOM PREPARATION**
Prepared a detailed data room so the firm was ready for deep legal, financial, and Quality of Earnings diligence.
- 02 MARKET ENTRY**
Took the engagement to market and managed a high level of interest, generating 156 inquiries in just over a month.
- 03 MULTI-STAGE EVALUATION**
Led a structured review process that narrowed the field to 31 prospective partners, then 7 formal offers, and finally 3 finalists.
- 04 STRATEGIC CLOSING PROCESS**
Helped the clients select the strongest fit and move efficiently from exclusivity to a successful close.

The Results

+\$1M

ENTERPRISE VALUE

156

INQUIRIES

7

FORMAL OFFERS

"Our top priority was to vet the ~150 inquires to find the groups that most closely matched what our clients were looking for. By doing so, we were able to find the best partner... while also maximizing the return on their years of steadfast dedication."

— Justin Farmer, Private Practice Transitions

Why Practice Owners Choose PPT



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.



Ready to Start Your Transition?

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

[SCHEDULE A CALL](#)



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