

Client Background

A professional accounting firm engaged Private Practice Transitions in early 2025.

Despite a **challenging financial position**, the owner was committed to a **successful exit** and needed an advisor who could navigate a difficult market and still deliver a **strong outcome**.

INDUSTRY

 Accounting & Financial

ENGAGEMENT TYPE

 Advisor & Broker

PRIMARY CHALLENGE

 Declining revenue

The Challenges



Declining Revenue

Two consecutive years of revenue decline made the practice a harder sell and complicated buyer confidence during due diligence.



Sustained Buyer Interest

Three initial buyers entered non-exclusive due diligence but ultimately did not complete transactions, requiring PPT to re-engage the market.



Maintaining Momentum

Keeping the sale process alive through multiple setbacks without losing credibility or buyer interest required persistent, strategic effort.

Our Approach

- 01 PROFESSIONAL MARKETING**
Developed a polished Confidential Information Memorandum (CIM) and managed a secure data room.
- 02 BROAD OUTREACH**
Conducted targeted outreach to hundreds of potential buyers, generating significant interest despite headwinds.
- 03 PERSISTENT RE-ENGAGEMENT**
When initial buyers withdrew, PPT re-activated interested parties and continued working the deal.
- 04 SUCCESSFUL CLOSE**
Secured a new qualified buyer and guided the transaction to a successful closing.

The Results

300+

NDAS EXECUTED

40

DATA ROOM
PARTICIPANTS

8

LETTERS OF INTENT

"This past year was honestly a pleasure to work with the whole [PPT] team. Even with all the challenges we faced, I really did feel like you were representing my best interest. Thank you!"

— Accounting Practice Client, 2025