

Client Background

A **multi-location CPA firm** in the Pacific Northwest had built a strong reputation for innovative financial strategies and exceptional client service.

With expertise spanning tax preparation, business consulting, payroll, and valuation services, the firm sought a **strategic partner to accelerate growth** through M&A activity.

INDUSTRY

 Accounting & Financial

ENGAGEMENT TYPE

 Advisor & Broker

PRIMARY CHALLENGE

 Navigating multiple partner buy-ins and buy-outs

The Challenges

Buyer Alignment

Identifying a buyer who aligned with the Practice's holistic and innovative approach to client service.

Operational Continuity

Maintaining continuity for clients across multiple locations during the complex transition process.

Complex Stakeholders & Valuation

Navigating multiple partner buy-ins and buy-outs while ensuring maximum valuation for a business with diverse service offerings.

Our Approach

- 01 COMPREHENSIVE VALUATION**
Developed a valuation strategy that reflected the Practice's broad service mix, strong client base, and long-term growth potential.
- 02 TARGETED MARKETING**
Executed a confidential outreach process to connect with more than 100 prospective partners aligned with the client's partner profile.
- 03 MULTIPLE OFFERS**
Through a strategic vetting process, obtained 12 IOIs, resulting in the selection of 5 strong offers.
- 04 STREAMLINED NEGOTIATIONS**
Negotiated favorable terms while maintaining clear communication across stakeholders throughout the transaction.

The Results

>2X TTM GROSS REVENUES	~9X ADJUSTED EBITDA
12 IOIS RECEIVED	5 STRONG OFFERS

"Successfully sold to a partner who shared the Client's vision for M&A-focused growth, retaining key staff and ensuring continuity."

— Justin Farmer, Private Practice Transitions