



Client Success Stories

Your Business. Your Legacy.

100% Success Rate in the Accounting & Financial Industry

info@privatepracticetransitions.com

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Client Background

A fully remote accounting, GRC, and IT project management consultancy generating **\$5.2M in projected revenue** sought a transition strategy.

The owner wanted to step away after an initial transition period, prioritizing a buyer who would care for the 18-person team, preserve client relationships, and support continued growth.

INDUSTRY

 Finance & Accounting Consulting

ENGAGEMENT TYPE

 Advisor & Broker

PRIMARY CHALLENGE

 Client concentration & owner dependence

The Challenges

 Significant Client Concentration

Just two major clients represented 68% and 9% of projected revenue, creating perceived risk for potential buyers in the market.

 Heavy Owner Dependence

The business relied heavily on the owner's leadership for critical functions including business development, recruiting, and management.

 Market Positioning

It was difficult to position the firm attractively to buyers due to the perceived concentration risks, requiring a highly strategic narrative to highlight the 97% recurring monthly contracts.

Our Approach

01 FINANCIAL RECASTING

Analyzed and recast financial performance to document normalized SDE and EBITDA, establishing a clear valuation narrative.

02 VALUE POSITIONING

Highlighted the firm's 97% recurring monthly contracts, strong retention, and specialized talent to offset perceived concentration risks.

03 BUYER OUTREACH

Contacted 140 prospective buyers. The COM was distributed under a previously executed nondisclosure and confidentiality agreement.

04 DEAL STRUCTURING

Outlined a financeable deal structure and ideal-buyer profile, incorporating the owner's transition support for up to one year.

The Results

\$5.95M

ASKING PRICE

140

PROSPECTIVE BUYERS

8+ mos

TIME TO CLOSE

Up to 1 Year

OWNER TRANSITION SUPPORT

"PPT positioned a fully remote, \$5.2M projected-revenue accounting and compliance consultancy at a \$5.95M asking price by highlighting recurring revenue, specialized talent, and a structured owner transition."

— 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.

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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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+1 (253) 509-9224



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