

Table of Contents

| | Page |
|---|-------------|
| Chapter 1 - Introduction | 1 |
| Chapter 2 - The Basic Question: Should You Sell?..... | 2 |
| Chapter 3 - Getting Started | 10 |
| Chapter 4 - Identifying Buyers | 15 |
| Chapter 5 - What is Your Practice Worth? | 26 |
| Chapter 6 - Structuring the Sale..... | 42 |
| Chapter 7 - Post-Sale Employment Agreements..... | 54 |
| Chapter 8 - Other Important Legal Provisions | 63 |
| Chapter 9 - Negotiation..... | 69 |
| | |
| APPENDIX A: CURRICULUM VITAE: DANIEL M. BERNICK | |
| APPENDIX B: SAMPLE PRACTICE DESCRIPTION | |
| APPENDIX C: GOODWILL REGISTRY DESCRIPTION AND SAMPLE PAGE | |
| APPENDIX D: IRS FORM 8594 | |