

## Table of Contents

	<b>Page</b>
Chapter 1 - Introduction.....	1
Chapter 2 - The Basic Question: Should You Sell?.....	2
Chapter 3 - Getting Started .....	9
Chapter 4 - Identifying Buyers .....	14
Chapter 5 - What is Your Practice Worth? .....	24
Chapter 6 - Structuring the Sale.....	36
Chapter 7 - Post-Sale Employment Agreements .....	48
Chapter 8 - Other Important Legal Provisions.....	52
Chapter 9 - Negotiation.....	56
APPENDIX A: CURRICULUM VITAE: DANIEL M. BERNICK	
APPENDIX B: SAMPLE PRACTICE DESCRIPTION	
APPENDIX C: GOODWILL REGISTRY DESCRIPTION AND SAMPLE PAGE	