

TOP REASONS TO HIRE APS



DELIVERING RESULTS - ONE PRACTICE AT A TIME

- 1 PRACTICE VALUATION.** Fair market value is what a willing buyer will pay a willing seller, period. Having guided thousands of practitioners through this process, our best-in-class brokers have knowledge and experience that is unappalled in the industry. They know what factors impact value which will ensure your practice is valued appropriately.
- 2 CONFIDENTIALITY.** The selling process requires the sharing of information; our process and brokers protect the seller and buyer in every possible way... Interested buyers are screened and required to sign a non-disclosure agreement. Using a knowledgeable and skilled professional is the optimal way to ensure confidentiality.
- 3 PACKAGING/MARKETING.** Because of our broad experience and expertise, we know what makes a firm attractive to a buyer. We will identify strong selling points for each practice, things a seller often does not consider.
- 4 FINDING PROSPECTIVE BUYERS.** We invest more in marketing than anyone in this space. We market to buyers through national, state and local publications, websites, direct mail, phone solicitation and trade shows. Our brokers maintain the largest database of qualified buyers in the industry. This includes established firms planning to expand and individuals seeking to acquire a practice.
- 5 BUYER QUALIFICATION.** Our brokers screen prospective buyers in several ways. This may include interviewing buyers regarding their credentials, experience and obtaining credit reports and financial statements. Sellers do not want to waste time with buyers who may not be qualified or serious.
- 6 CONSULTATION.** Our brokers skillfully guide each seller throughout the entire process. This includes a market analysis and practice valuation, discussion of possible terms and financing options, non-compete, client notification, retention and other contract related issues.
- 7 NEGOTIATIONS.** Having successfully guided thousands of sellers, our brokers provide invaluable and unmatched negotiation skills. We remove the emotional aspect inherent in this type of transaction and stay laser focused on the objective. Keeping all parties moving forward while timely and effectively addressing any challenges that surface ensures that the deal gets done. This is one of the most valuable and essential assets we bring to every transaction.
- 8 FINANCING.** We have well established relationships with various financing sources. We work closely with both SBA and conventional lenders who have in-depth industry specific knowledge and welcome the opportunity to work with our buyers. We're able to assist buyers with their loan packages resulting in most sellers receiving 85-100 percent cash at closing. Our brokers also provide valuable guidance in deals with seller financing issues.
- 9 LARGE POOLS OF BUYERS.** It's Economics 101 — talking with one or two colleagues who expressed interest at a CPE seminar is not going to result in the best price and terms. Having a pool of buyers and creating a competitive environment is the only way to achieve the best results. Simply stated, buyers drive value... and we have the buyers!
- 10 RESULTS.** For nearly two decades, we have been the largest and most successful brokerage firm specializing in accounting and tax practices. Having represented nearly 1 Billion dollars in closed deals, no one else even comes close!

Call The Holmes Group Today!

800 397 0249

