What To Expect When Working With Us

A Typical Sales Timeline

Considering when and how to sell your practice can seem overwhelming. Ackerman Group takes the guesswork and heavy-lifting off your shoulders with our proven approach to veterinary sales, where we account for every detail and intricacy in the sales process.

Start Here

Sign The Engagement Letter

The Engagement Letter outlines the partnership between you and Ackerman Group. The transition process will kick off once you sign this agreement.

2-5 Weeks

Assess & Evaluate Your Practice

We'll conduct a thorough financial evaluation of your veterinary business, including a normalized EBITDA analysis to establish the benchmark for valuation. We'll then build a confidential executive summary that showcases qualitative and quantitative attributes of your practice, together with your personal goals, for potential buyers.

4-6 Weeks

Identify Potential Corporate Buyers

During this phase, we'll go to market with your practice, where you'll have a chance to meet with and get to know potential buyers. We'll gather proposals (Letters of Intent) from interested buyers on your behalf.

2-4 Weeks

Negotiate & Sign A Letter of Intent

Upon receiving proposals, we'll review Letters of Intent together. Our team will negotiate terms with buyers to achieve the best deal that aligns with your personal terms, price point, and your practice's culture for the right "fit".

8-10 Weeks

LOI to Close: Due Diligence & Legal Documents

We'll provide more practice data, negotiate final due diligence of legal documents, and complete closing documentation.

You can learn more about the Ackerman Process by visiting us at **ackerman-group.com**

4 Weeks

LOI to Close: Transition Planning

We'll also help you evaluate tax mitigation strategies, transition planning, real estate sale/lease negotiations, joint venture/private equity options, and more as the sale reaches closing and ownership is transferred.

Ackerman Group
Veterinary Transition Partners

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