Beyond the Successful Veterinary Practice. Succession Planning & Other Legal Issues

Description: Practitioner and national consultant Thomas Catanzaro knows that planning for the future today takes the fear out of meeting it tomorrow. In the same practical, easy-to-understand approach of this Building the Successful Veterinary Practice series, Catanzaro guides readers through the process of succession planning. From developing a better leadership structure to understanding the fiscal and legal aspects of a sale transaction, Catanzaro teaches the practice owner how to exit the practice at the time of his or her choosing and to maximize the after-tax profits from the sale. Some of the topics the author explores:

- Understanding the forces of change
- Calculating the practice's value
- Assessing risks and demographic demands
- Compensating team members
- Preparing for the sale
- Creating a market
- Choosing a transaction structure
- Selecting a legal structure
- Negotiating transaction contracts
- Entering into a solo group practice or practice affiliation
- Planning for an associate buy-in
- Easing the transition of ownership and practice leadership

Contents:

- Preface.
- Introduction.
- Succession Planning - Forces of Change.
- Risks and Demographic Demands.
- Legal Issues of Veterinary Practice Succession Plans.
- Selecting the Appropriate Legal Structure for Succession Planning.
- Contracts for Succession Planning Transactions.
- Solo Group Practice or Practice Affiliation: Is It Right for You?
- Legal Relationships with Associate Veterinarians.
- Appendix A: Personal and Practice Value Assessment.
- Appendix B: Compensation.
Appendix C: Employment Agreement.
Appendix D: Bill of Sale.
Appendix E: Covenant Not to Compete.
Appendix F: Promissory Note.
Appendix G: Veterinary Practice Purchase Agreement.
Appendix H: Personal and Confidential.

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