

Buyer's Worksheet

Practice location: _____

Doctor: _____

Telephone _____ E-mail _____ Web site _____

QUESTIONS TO ASK

1. Why are you selling the practice? _____
2. What are your future plans? _____
3. Will you continue practicing chiropractic? _____
4. Will you be staying in the area? _____
5. How old is the practice? _____
6. How many active patients do you have? _____
Patient visits per week? _____
Average charge per visit? \$ _____
7. How many new patients per month do you have? _____
For this year? _____ For last year? _____
8. What percentage of collections come from insurance? _____
Cash? _____ Personal injury? _____

DOCUMENTS TO REQUEST

1. Profit and loss (P&L) statements for last two years
2. Copies of tax returns for last two years (at least Schedule C)
3. List of equipment included in sale (with age of equipment noted)
4. Copy of current lease
5. Copies of current utility bills
6. Copies of any leases on equipment

ADDITIONAL QUESTIONS

1. What is your asking price for practice? \$ _____
2. Will you accept less? \$ _____
3. Are you willing to finance? _____
For how long? _____
What terms? _____
How much down? _____
Interest rate? _____

OBSERVATIONS AND NOTES

Equipment I want: _____

What I like about the practice _____

What I don't like: _____

NOTES _____
