

# Guidelines – Selling a Practice

## Considerations:

### 1. What is your ideal time frame?

Do you want to sell immediately, in a few months, in a few years?  
The more time you give to the process, the better chance for success.

### 2. How much money do you realistically want to sell for?

The DC who's selling often doesn't get the price they ask for.

## A few options:

- Sell the practice outright, one lump sum and done. Purchaser gets their own financing.
- Find a DC who IS NOT practicing, invite him or her to join your office, and spend time grooming them to take over. This person could be a new graduate or an experienced DC.
- Find a DC who IS practicing and combine the two, (either they move in with you or you move in with them) with the new DC eventually taking over. This may be a part-time DC looking for that bump in growth, or a DC who has a successful practice with systems in place to take on more patients.

Note: Typically the longer the existing DC stays with the new DC the better it works for both parties.  
The existing DC can cut back and still receive income, as the new DC takes over.

## For example:

Year 1: The existing DC works 60% of the practice, new DC works 40%; but because the patients are the existing DCs, the existing DC makes 70% and the new DC makes 30%

Year 2: The existing DC works 50% of the practice, new DC works 50%; but because the patients are The existing DCs, the existing DC makes 60% and the new DC makes 40%

Any creative combination could work – as long as both parties are fairly compensated. Most importantly, there must be a comprehensive contract in place. An attorney who is familiar with the chiropractic profession is the ideal choice. We recommend: [Damien Fertitta, DC, Esq](#) 530.510.8112

## Cautions:

Do not finance the purchase of your practice. If the purchaser fails, they could walk away from the practice and the loan and you are left with nothing.

## Listing resources:

- Life West Chiropractic College: [Post a Job](#) or [View Jobs](#)
  - Loretta Saunders 800.788.4476 x2025
- Palmer West Chiropractic College:
  - [CareerNetwork](#) click here to post your Ad
  - Michael Crump 408.944.6122
- Southern California University of Health Sciences (LACC):
  - Liz Robledo 562.947.8755 x147
- [The Chiropractic Marketplace](#): Classified Ads & Job Board
  - Mitch Douglas 408.499.3365 [m.douglas@chiromkt.com](mailto:m.douglas@chiromkt.com)
- Chirocom: 858.273.5113 ~ [office@chirocom.com](mailto:office@chirocom.com) ~ [www.chirocom.com](http://www.chirocom.com)
- Brokers for Chiropractic Practices