

Table of Contents

	Page
Chapter 1 - Introduction	1
Chapter 2 - The Basic Question: Should You Sell?.....	2
Chapter 3 - Getting Started	6
Chapter 4 - Identifying Buyers	12
Chapter 5 - What is Your Practice Worth?	19
Chapter 6 - Structuring the Sale.....	33
Chapter 7 - Post-Sale Employment or Independent Contractor Agreements.....	45
Chapter 8 - Other Important Legal Provisions	49
Chapter 9 - Negotiation.....	56
APPENDIX A:	CURRICULUM VITAE: JOSEPH W. GALLAGHER CURRICULUM VITAE: DANIEL M. BERNICK
APPENDIX B:	SAMPLE PRACTICE DESCRIPTION
APPENDIX C:	GOODWILL REGISTRY DESCRIPTION AND SAMPLE PAGE
APPENDIX D:	IRS FORM 8594