

Law Firm - Corporate Law

PRACTICING 45 YEARS SAN DIEGO, CA

GOAL - SELL

MISSION CRITICAL ISSUE;

How to get maximum value in excess of annual fees after establishing an impeccable reputation, long standing relationships and connections over 45 years

CURRENT SITUATION;

Attempted to transition out the traditional way of having the potential attorney buyer phase in to existing clients as the seasoned professional attorney phased out by introducing clients to him for him to establish the relationship with the clients. Acquiring attorney offered under current attorney's annual fees.

SOLUTION;

One MIND DUMP session to map out various strategies. Because the attorney did not re-imagine his firm so it would realize multiples of the fee structure a minimum of 5 years earlier exit scenarios were limited.

RECOMMENDATIONS;

- Design 3 offering documents illustrating the potential value if certain strategies were implemented indicating three times annual fees if strategies were implemented by acquiring firm.
 - Valuation Document
 - Current Situation Analysis
 - Future Value Analysis

OUTCOME;

Selling attorney wanted to travel, remodel home and was experiencing health issues

To speed up the transaction he chose to wind down practice and let it go for as much as he could get

Had he decided to plan for his exit and re-imagine his firm 5 years earlier he would have received his desired value or more