



I have learned over the years to never say “never”. I was “never” going to sell my practice until my youngest was out of high school, which is still 10 years off. Once again, I was proven wrong.

Several of my colleagues and friends for over 12 years recently sold their practices and used Simmons and Associates as their broker. I sincerely thought they were crazy but as they pointed out, it cost me NOTHING to have them do an evaluation and if I chose not to sell, I would at least have some relevant information to use moving forward to increase the value of my practice when I did decide to sell. I was fortunate enough to have several of my colleagues sell before me so was appraised of what to expect. I didn't think the time to sell was right. Boy was I wrong! Once I realized that the current market was far and away a “sellers' market”, I decided to move forward on the sale. It was a very daunting task as it was, by far, the most important decision I have made in my life, aside from marriage. I knew in order to do it right the first, and *\*only\** time, I would need the best team possible. A fantastic CPA; an awesome lawyer; and an outstanding broker. Enter Stacy Cadieux and David King, DVM with Simmons and Associates.

Working with Stacy & David was a sincere pleasure. They asked relevant questions and were honest and upfront with what they needed and what I should expect. Now with the entire process in my rear-view mirror, I can sincerely say I am so happy I listened to my colleagues and investigated selling my practice. I have crunched numbers and made several excel spreadsheets to make sure my decision was a financially feasible one. Whereas it is true I *\*may\** have been able to sell my practice for more in 10 years, there were many, MANY variables that could have made it go the other way. Now, I can relax and BREATH and enjoy my family and time off like I never could before. That in itself was worth the potential difference in 10 years. I equated it with the show, “Let's Make a Deal”. The prize revealed to me behind “Door Number One” *\*now\** was a fabulous prize! In 10 years, behind “Door Number 2”, there *\*may\** have been a better prize, but I suspect the odds are better than even that it could have been a donkey.

I encourage you as I was encouraged... If retirement is ANYWHERE in your future, look now while the economy and tax rates et al. are on your side. Find a great team to help with the transition and most definitely utilize Stacy and her group at Simmons and Associates to find you the best deal!"

*J. Harvey, DVM*

