Your Complete Checklist to Selling a Veterinary Practice

The valuation, documentation, and buyer selection steps specific to selling a veterinary practice or hospital.

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Selling a veterinary practice or hospital is one of the most significant decisions you will make as an owner. It affects your financial future, your staff, and the clients who trust your care. Whether you are considering a corporate buyer, a private sale, or a phased buy-in with an associate, this checklist walks through what to consider at each stage.

PART 01

Decide Why and When to Sell

The most important question to answer first is why you want to sell.

- ☐ Clarify your motivation: retirement, a career shift, relocation, or fatigue with practice management
- ☐ Decide what you want to achieve after the sale, and what your goals are for the next chapter
- ☐ Recognize that planning years in advance gives you the most options and the strongest outcome
- ☐ If you have not planned that far ahead, get legal and tax advice as early as possible

SCHEDULE YOUR COMPLIMENTARY CONSULTATION

Planning an Exit?

The earlier we are involved, the more options you have. Let's map out your timeline and goals.

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PART 02

Get the Right Team and Valuation

- ☐ Get assistance from a professional veterinary practice attorney and CPA you trust
- ☐ Have the practice properly valued by a professional veterinary appraiser
- ☐ Understand that valuation depends on profitability, location, client base, and the terms of the sale agreement
- ☐ Do not go through the process alone. Assemble a team before you begin negotiating

PART 03

Prepare Your Documentation

- ☐ Organize financial statements, tax returns, and corporate documents
- ☐ Confirm all licenses, permits, and DEA registrations are current
- ☐ Compile lease documents for the office or hospital and any equipment leases
- ☐ Note whether the facility lease is renewable and transferable, and what the landlord will expect of a new owner

- [ ] Determine which intellectual property, such as your practice name and logos, transfers with the sale

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Preparing to List Your Practice?

We help veterinarians get their financial and legal documentation buyer ready before the practice goes to market.

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PART 04

Consider Your Sale Options

- [ ] Weigh selling to a corporate buyer against selling to a private, independent buyer
- [ ] Consider a phased buy-in with an associate rather than an outright sale
- [ ] Understand that during a phased buy-in, you remain responsible as a co-owner if the practice underperforms
- [ ] Evaluate offers based on financial performance, client base, location, and growth potential, not price alone

PART 05

Negotiate the Purchase Agreement

- [ ] Address the full purchase price structure: cash, seller financing, earn out provisions, and escrow
- [ ] Handle asset allocation for tax purposes, covering equipment, goodwill, and covenants not to compete
- [ ] Review liability exposure, including malpractice history and employment disputes, before a buyer finds it first
- [ ] Confirm which equipment and instrument leases transfer with the sale

PART 06

Communicate and Close

- [ ] Tell your staff about the sale yourself, so they hear it from you and feel respected
- [ ] Coordinate a client communication plan with your buyer for a smooth transition
- [ ] Confirm every closing deliverable and contingency has been satisfied
- [ ] Revisit your own retirement and estate planning in light of the sale proceeds

Ready to Sell Your Practice?

Our veterinary attorneys guide veterinarians through every step of a practice sale, from valuation to closing. Schedule a complimentary consultation to talk through your plans.

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This checklist is provided by Dental & Medical Counsel, P.C. for general informational purposes only and does not constitute legal, financial, or tax advice. Every transaction is different, so speak with a qualified veterinary attorney before making decisions about your specific practice sale.



About Ali Oromchian

Founding Attorney, Dental & Medical Counsel, P.C.

Ali Oromchian, JD, LL.M. is the founding attorney of Dental & Medical Counsel, P.C. and one of the nation's leading legal authorities on topics relevant to dentists, doctors, optometrists, and veterinarians. Since its creation, DMC has been regarded as one of the pre-eminent health care law firms devoted exclusively to healthcare professionals.

His clients seek his advice on dental and medical practice transitions, the creation of corporations and partnerships, associate contracts, estate planning, employment law matters, office leasing, and state board defense.

Ali is a frequent speaker on employment law, practice transitions, negotiation strategies, contracts, and estate planning throughout North America, having spoken for the American Dental Association, California Dental Association, Hawaii Dental Association, American Association of Orthodontics, California Society of Pediatric Dentistry, NVision, Vision Source, and countless other state and local dental, medical, and optometric societies.

He is a graduate of the University of California at Davis, where he received a Bachelor of Arts with Honors in Political Science and Rhetoric and Communications, and of the University of California, Davis School of Law, where he received his Juris Doctor. He went on to earn an LL.M. with Honors from The George Washington University Law School. Ali is a member of the California Bar and the Bar of the District of Columbia.