Common methods of estimating your practice value

I AM A: SOLO PRACTITIONER

NET INCOME
- Your take-home dollars
- Factors in all of your expense
- What you’re able to earn at the end of the day

EBITDA
Your earnings before interest, taxes, depreciation and amortization

ROI MODEL
- Examines the prior year’s sales, or the prior 12 months’ sales
- Looks at how much the practice originated

I AM A: SMALL GROUP PRACTICE

NET INCOME
- Your take-home dollars
- Factors in all of your expense
- What you’re able to earn at the end of the day

EBITDA
Your earnings before interest, taxes, depreciation and amortization

I AM A: LARGE GROUP PRACTICE

MARKET RATE MULTIPLES
Typically determined by equity group trying to purchase the business

Loans made in California are made or arranged pursuant to the California Financing Law, License No. 603-G493.