



7 Key Considerations When Selling Your Physical Therapy or Orthopedic Practice

Selling your practice is one of the most significant decisions you'll make as a healthcare professional—impacting your financial future, patients, staff, and legacy. This guide covers seven critical factors every practice owner must understand: determining your motivations, timing for maximum value, choosing the right buyer, and structuring deals that preserve what matters most while achieving optimal returns through strategic partnerships.

1. Know Your "Why"

- **Growth-focused:** You see opportunities but lack resources to capitalize
- **Burnout prevention:** Love patient care but want to eliminate administrative stress
- **Retirement planning:** Want to diversify assets while maintaining involvement
- **Unscheduled exit:** Life circumstances force quicker timeline (typically lower valuations)

2. Timing Matters - Act While Conditions Favor Sellers

Best time to sell: when your practice is performing well, you have 2-5 years to plan, and you're ready for 2-3 years post-sale involvement.

3. Consider Seller Financing for Maximum Value

Seller financing provides 10-20% higher total payouts than cash deals, plus steady income stream with competitive returns often exceeding traditional investments.

Key advantages:

- Spread capital gains tax over payment period to potentially stay in lower tax brackets
- Limit risk to financial markets and economic downturns
- Eliminate lengthy bank approval processes for faster 30-60 day closings
- Access more buyers creating higher competition

4. Partnership Vs Traditional Sale

Rather than walking away, maintain 20-40% ownership during your gradual 3-5 year transition. This partnership approach lets you benefit from future growth, keep decision-making influence, participate in expansion opportunities, and maximize total long-term returns rather than settling for immediate cash.

5. Preserve Your Legacy and What You've Built

Your practice reflects years of building patient relationships, developing staff, and establishing community trust. The right partner will honor your standards of patient care, treat existing staff well with growth opportunities, and preserve the community relationships you've spent decades developing.

Unlike major consolidators who rebrand everything, the right partner preserves your practice name and identity. Remember: buyers are purchasing your relationships and reputation, not just your building and equipment.

6. Understand Buyer Types and Choose Wisely

- **Strategic Buyers:** Resources and competitive pricing but may require changes (experienced buyers provide less stressful integrations)
- **Private Equity:** Highest valuations but prioritize financial returns over patient care and practice culture
- **Local Competitors:** Familiar but often lack resources and provide "hometown discounts"
- **Seller-Financing Partners:** Preserve culture, allow gradual transitions, often provide best long-term value

Orthopedic and physical therapy practices are typically valued using adjusted EBITDA multiple (3x-5x range). Higher multiples may exist for profitable, growing practices with strong leadership. Get professional appraisal from orthopedic and rehabilitation industry specialists using experienced M&A advisors may increase sale price while reducing costs.

7. Eliminate Administrative Burdens, Return to Patient Care

The most successful transitions involve sellers remaining engaged for 2-3 years to ensure smooth patient/staff transitions and maintained community relationships while eliminating the administrative responsibilities that cause burnout. Your partner handles payroll, insurance negotiations, regulatory compliance, billing, staff management, and financial reporting. This allows you to return to what originally drew you to healthcare: treating patients, advocating for their care, and making a difference in people's lives without the energy-draining business operations.

The BORVO Approach: True Partnership Over Corporate Takeover

At BORVO HealthCare, we don't acquire practices and impose corporate mandates—we create authentic partnerships that honor what you've built while providing new opportunities.

While typical buyers gut your culture and replace it with corporate policies, we preserve your practice's unique identity:

- **Seller financing up to 100%** for maximum purchase price and ongoing returns
- **Retain 20-40% ownership** during your gradual transition over 3-5 years
- **Maintain your practice culture** rather than forcing corporate standardization
- **Keep your clinical autonomy** while we handle administrative burdens
- **Honor your legacy** with our board's 200+ years managing 5,000+ clinics and retain your brand name
- **Direct access to leadership team** without layers of regional or market management

Unlike private equity firms that prioritize financial returns over patient care and strip away everything that made your practice special, we build lasting partnerships that ensure your life's work continues thriving exactly as you envisioned while you achieve both financial success and personal satisfaction.

Ready to explore a partnership approach? Contact BORVO HealthCare to learn how seller financing and continued ownership can maximize your practice value while preserving what matters most to you and your community.



SCAN for a short video.

