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Common Misconceptions about Selling an Accounting Firm

Accounting Today

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In an article published on March 9, 2015, shareholder and chair of the Atlanta Corporate Team Tom Jones provided guidance to those interested in selling an accounting firm. This is a once-in-a-lifetime event for most practice owners, and many have a strong misconception regarding the value of the firm. Jones told the publication, "If it's a true sale as opposed to a merger of equals, the pricing that's discussed is usually 1 to 1.2 times gross revenues." Jones goes on to discuss several other misconceptions related to non-compete agreements, a de-merger clause and the idea that a lawyer isn't necessary in a sale or merger of accounting practices. Please click [here](#) to read the full article.