

How To Acquire, Grow & Effectively Run Your Accounting/CPA Practice

**May 20-21, 2008 - Indianapolis IN - presented by Troy C. Patton, CPA
At the Courtyard by Marriott - Indianapolis Airport**



Troy C. Patton, CPA
www.CoachPatton.com

Join me for an educational training for those who are looking to acquire a practice or just want to run a practice more profitable or efficient. At my one and an half day live seminar on May 21-22, 2008 I will teach you what pitfalls to avoid, where to look for them, learn how to do due diligence, all this from my experience **buying 12 firms**.

I will share real case studies of practices that failed, or failed in one aspect and how it impacted the results of the acquisitions. I will share success stories and failed stories. I will also spend a whole day showing you the aspects of a Practice that is run efficiently and how to manage a practice in an efficient and profitable manner **after the acquisition**.

SEMINAR AGENDA:

TUE. May 20, 2008

The Pitfalls To Look For When **BUYING** An Accounting / CPA Practice - Morning Session:

- 1) What is a Practice Worth
- 2) State of the Market
- 3) Case Studies
- 4) Pitfalls
- 5) Contracts
- 6) Financing Terms

How To **GROW** Your Practice - Afternoon Session:

- 1) Growing your Firm
- 2) Replacing lost Clients
- 3) Billing Procedures
- 4) Outsourcing Practices
- 5) Investments & Financial Services
- 6) Marketing

WED. May 21, 2008

How To **RUN** an Efficient Practice - Morning Session:

- 1) Review and Assessment of Practice
- 2) Processing Workflow
- 3) Utilization/Realization
- 4) Benchmarks/Fees
- 5) Service Outsourcing
- 6) Checklists and Tools for Success

INDY SEMINAR LOCATION:



**Courtyard by Marriott
Indianapolis Airport**
2602 Fortune Circle East
Indianapolis, IN 46241
Phone: 1-317-248-0300
Fax: 1-317-248-1834
www.marriott.com

WARNING: Travel and room accommodations are NOT included in the seminar tuition. You must book your own flights and hotel room (above). Because the Indy 500 race is 5 days after this seminar you are **HIGHLY** encouraged to check hotel room availability **BEFORE** booking YOUR flights.

[Turn to page 2 for the enrollment form and pricing information...](#)

Coach Patton Practice Acquisition Program Enrollment Form ♦ 1-317-581-1300

Enter Your Information Here:

First Name: _____ Last Name: _____
 Contact Person (if other than yourself): _____ Practice Name: _____
 Address: _____
 City: _____ State: _____ Zip: _____
 Phone: _____ Fax: _____ Email: _____

Payment Information:

For your convenience we accept:

VISA, MasterCard, American Express or Discover:    

Credit Card #: _____ Exp Date: _____

Cardholder's Signature: _____

I prefer to pay with a check. Please send me an email when you receive it.

Contact Us:

Email	Call	Fax
<p>tpatton@coachpatton.com</p> <p>www.CoachPatton.com</p>	<p>1-317-581-1776</p>	<p>FAX Application to: 1-317-581-1812</p>

Patton and Associates, LLC.
 9000 Keystone Crossing
 Suite 630
 Indianapolis, IN 46240

How To Acquire, Grow & Effectively Run Your Accounting / CPA Practice live seminar May 20-21, 2008 - \$1,895⁰⁰

Seminar is a day and half of intensive classroom hands-on learning of how to acquire a practice, with sample contracts, forms, practice management tools, processing tips, etc. See website for details.

1-on-1 Acquisition Coaching - \$5,200⁰⁰

One-on-one coaching of the practice you're looking to acquire where I work with you via phone on all questions you have, assist you with the contracts, negotiations, budgets, etc. *including* Seminar above.

Private On-Site Consulting - \$18,000⁰⁰

One-on-one private consulting for two days where I am on-site at your location to assist with due diligence and contracts of a practice *including* live Seminar above and Acquisition Coaching.

Accepted by: _____
 Please Print

Today's Date: _____

Signature: _____

Patton & Associates, LLC.
"Many Record History, Few Create Wealth"