
Practice Continuation Agreements:

A Practice Survival Kit

Valuation Methods Example: Sample Firm

<u>Financial Characteristics</u>	<u>Amount</u>	<u>Percent</u>
Gross Fees, Annual	\$481,395	104.8%
Less: Net Write-Downs	<u>\$22,048</u>	<u>4.8%</u>
Total Net Fees	\$459,347	100.0%
Firm Net Income	\$215,708	47.0%
Total Assets	\$178,910	
Total Liabilities	\$44,150	
Owners' Equity	\$134,760	
 <u>Firm Characteristics</u>		
Number of Personnel	7.25	
Total Charged Hours	9,365	
Charged Hours per Person	1,290	
Percent of Standard Fees Realized	91.85%	
Net Fees Realized per		
—charged hour	\$48	
—total hours	\$30	