

FINDING YOUR ESCAPE VELOCITY



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I had not come across this expression until recently. To me, it captures the speed at which someone can move from owning a business to being free of it.

Our most successful clients are the ones who are ready. They have laid the groundwork, and when the time comes, they move quickly. We have seen transactions wrapped up in under 100 days. That's true escape velocity.

Cash on closing. No transition. Ownership behind you. It is a pretty great feeling!

So, the question is, what's your escape velocity? How fast could you actually be ready to sell?

One key element that matters more than people expect: Are you and your spouse on the same page?

I have seen doctors sell their practice (often the biggest source of stress in their lives), only to realize their spouse was not ready for the change... and some have even returned to work as a result. That's not a situation you want to find yourself in. Once you step away, you won't want to return! Just ask anyone who is retired.

On the other hand, some wait too long, and they don't have the same energy to enjoy what they worked so hard for. Unfortunately, they do not travel as much as they had hoped due to age and frailty.

Once you've sold, what are your household and travel expenses for short-term cash needs and long-term savings? Will your spending pace after your "escape" from ownership exceed your ability to fund your newfound zest for life? In short, will your savings and retirement income cover the lifestyle you desire?



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For the most part, people are satisfied with what they have. We all trim our spending once we step off the “money treadmill” (aka work).

Quick financial tip: STOP listening to every self-proclaimed financial guru and armchair psychologist. While portfolio strategies keep changing, fees quietly chip away at our hard-earned savings.

Honestly, financial advisors, I have yet to see anyone deliver real results for me or my clients beyond collecting their fees and pointing out all the risks and shortcomings of investing.

An S&P 500 ETF’s annual ROI consistently outperforms most experts and gurus – about 98% of the time. And the best part? I can buy that myself for a tiny fee of 0.0014%. Simple, low-cost, and effective.

Deciding When to Exit

Selling is a deeply personal decision. Only you know when the moment is right.

A helpful guideline: if you are waking up multiple times a week feeling anxious about going to work, it might be time for a change.

As your broker, my job is to help you uncover the true value of your practice and guide you through the sale process, no matter what the market is doing.

But the timing? That’s yours alone.

Anyone who claims “Now is the time” is guessing – at best. They don’t know your life, your goals, or your practice the way you do.

Trust your gut.

Where to Start

1. Get a professional appraisal of your practice.
2. Draft your own resignation letter today. It is a simple exercise that helps clarify your goals.
3. Be proactive; be the one ready to sell. Life has a way of throwing curveballs when you least expect it.

Want to talk this through in strict confidence? I’m here.

Feel free to text me anytime at [\(416\) 520-7420](tel:4165207420) – happy to chat!

Subscribe to my newsletter: [Timothy’s Newsletter](#)

Refer a friend and you will BOTH receive a **REVERSE Tariff** professional courtesy of up to \$1,500 each toward your ROI Appraisals. A total savings of \$3,000.

TEXT me @ [\(416\) 520-7420](tel:4165207420) for a FREE estimate of the fair market value of your practice.

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