



PRACTICE VALUATION

*Determining the value of what you do
is not a simple equation.*



BURZENSKI & COMPANY, PC

CERTIFIED PUBLIC ACCOUNTANTS & FINANCIAL CONSULTANTS

PRACTICE VALUATION



An accurate valuation of a veterinary practice requires a **complete knowledge of the standards** for average practice expenses, owner compensation, and the market within which the practice exists.

Burzenski & Company Knows Your Business

Over the last 25 years, Burzenski & Company has developed a national reputation as a leader in the area of veterinary practice valuation. With recent increased demand for valuation services, Burzenski & Company provides personal and customized consulting services for veterinary practices that meet a variety of needs. In addition to providing valuation services to practice buyers and sellers, Burzenski & Company's professional staff is highly skilled in additional valuation services that include:

- Assisting with the development of buy/sell agreements between principals
- Assembling credentials to obtain financing
- Admission of additional partners
- Helping owners buy out existing partners
- Preparing estate and gift tax values
- Valuations for property settlements in divorce proceedings

A Custom Approach

The valuation of a veterinary practice can not be executed by using a simple equation or formula. Valuations performed by Burzenski & Company are tailored to the specific needs of a practice and rely on the experience, skill and sound judgement of seasoned professionals. Well-versed in all three major categories of valuation: asset-based, earnings-based and market-based, Burzenski & Company will properly identify goals and advise clients regarding the best valuation approach to choose.



GARY I. GLASSMAN, CPA

has been a practicing Certified Public Accountant since 1976 and has been a partner at Burzenski & Company, P.C. since 1988. With a focus on veterinary practice management, Gary specializes in financial management and tax planning for veterinary practices and their owners. In addition, he has extensive experience in the areas of:

- Practice valuation
- Related practice sale, merger and acquisition activity
- Structuring buy/sell agreements
- Hospital expansion and financing

Mr. Glassman is a highly regarded speaker at veterinary conferences on the national level and is a regular instructor at the VMC, Inc. School for Veterinary Practice Management. He is a member of the Veterinary Hospital Managers Association (VHMA), the American Animal Hospital Association (AAHA), the National Association of Valuation Analysts (NACVA), and is a charter member of both VetPartners and the Veterinary Resource Alliance (VRA).

Mr. Glassman also serves on the Editorial Board of *Veterinary Economics*.



OUR MISSION

Burzenski & Company is dedicated to aggressively providing advisory, accounting, tax and wealth planning services to stimulate the growth and development of our clients' business and individual interests. Our services are aimed at maximizing our clients' profits while steadfastly seeking to implement long-range, proactive strategies that lighten tax burdens, promote growth and control expenses.

For further information on how your veterinary practice can benefit from working with Burzenski & Company, please contact Gary Glassman, CPA at gary@burzenski.com or 203.468.8133.



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America Counts on CPAs®