WOODARD®

Practice Advancement Program

Transition Strategies: Building and Executing Your Strategy

Course Description

Transition Strategies: Building and Executing Your Strategy is the execution course. Where our other Transition courses built the foundation, this course turns it into a plan: addressing the obstacles that derail even well-prepared transitions, walking through what an optimized sale process looks like from first conversation to signed letter of intent (LOI), and closing the series with the highest-stakes stretch of the entire process: protecting the deal and the people around it between LOI and closing. This course is for practice owners who have done the work and are ready to act.

Syllabus

Section One: Gap Analysis and Strategy Building

- Gap analysis across all series dimensions: from current state to transition-ready
- Progress markers for Transition success
- The rolling 90-day plan: turning strategy into concrete commitments

Section Two: Roadblocks, Risks, and Disruptors

- The most common reasons well-prepared transitions still fail
- Fire sale preparation: what every owner should have in place now
- Open loops and contingent liabilities that surface in due diligence
- Disruptors: health events, partner disputes, and market shifts

Section Three: An Optimized Sales Process

- The top ten best practices from preparation through closing
- Your due diligence data room, built before a buyer arrives
- Selecting, engaging, and working with a business broker or M&A intermediary
- The letter of intent: what it commits you to and how to negotiate it
- From LOI to closing: stages, parties, and key decisions

Section Four: From Letter of Intent to Closed Deal: Protecting the Sale

- What happens between LOI and closing: the due diligence process from the seller's side and what buyers actually scrutinize
- Why deals collapse after LOI: the most common failure points, examined through realistic scenarios
- Representations, warranties, indemnification, and earnout structures: what these mean for the seller and how to negotiate reasonable protection

- Team and client communication: timing and retention risk during closing