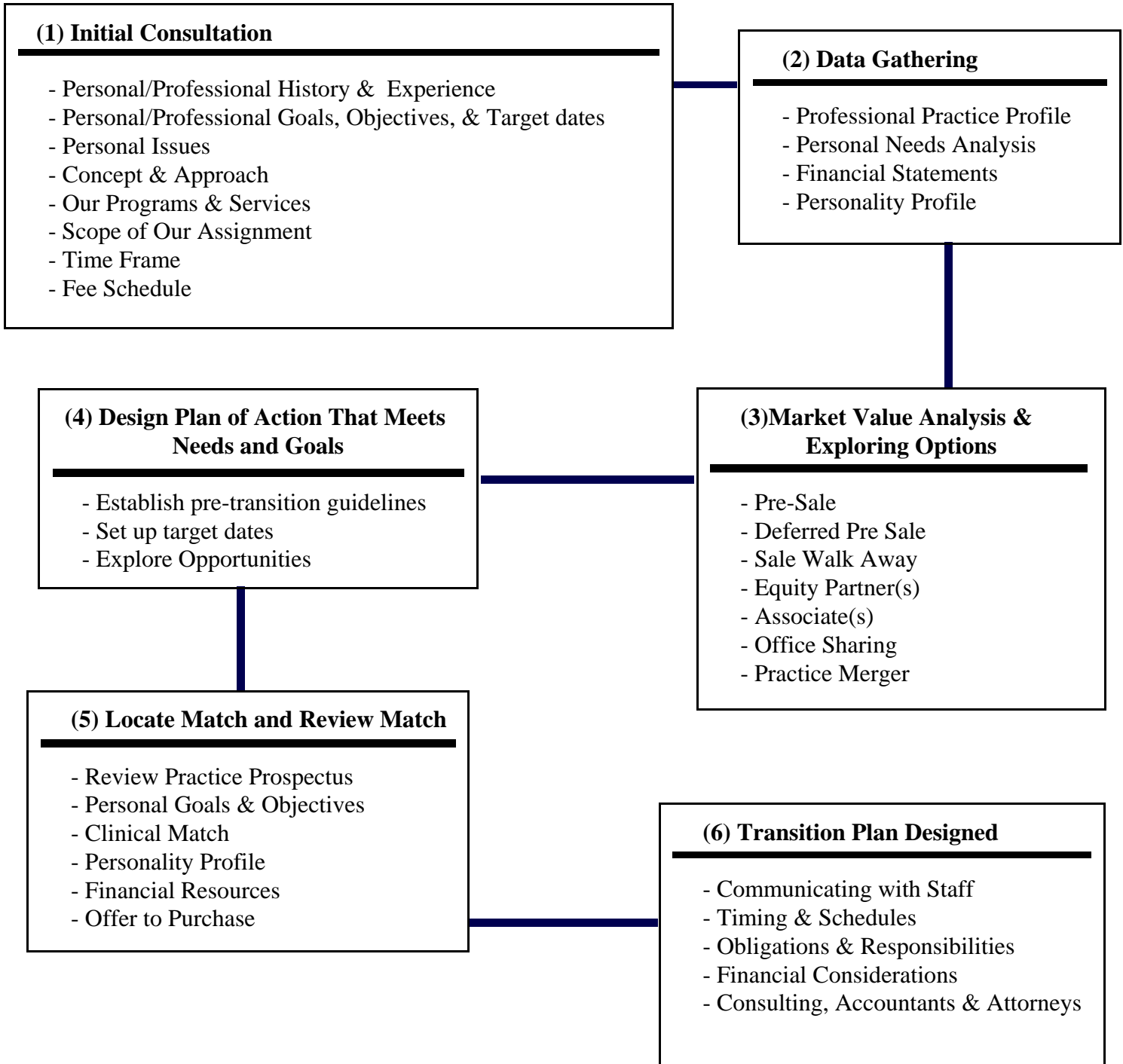


PRACTICE TRANSITION FLOW CHART

“A process and not an event”



*A successful transition should be a means rather than an end,
a vehicle to enhance your life rather than a vehicle
to waste what life you have.*

(7) Putting Together the Agreements

- Draft Contracts for attorneys to review
- Identify and verify key issues and concerns involved
- Determine what results would constitute a win/win solution
- Identify possible new options to achieve those results

(8) Pre-Closing Reviews

- Clients
- Attorneys
- Accountants
- Banks

(9) Transition Closing

- Contract Completion
- Financial Settlement
- Related Documents
- Other Parties
- Signing

(10) Follow Up

- Checklist
- Letters
- Referrals
- Introductions
- Financial Procedures
- Performance Review
- Practice Management Services
- Staff Meetings
- Leadership Workshop
- Communication Workshop
- Tracking Results

(11) Maintain A Good Relationship

- Holding up both parties end of agreement by providing meaningful feedback based on performance.
- Holding regular meetings with each other and staff.
- Maintaining relationship by reaffirming trust through effective communication.

Commitment is what transforms a promise into reality. It is the words that speak so boldly of your intention, that your actions speak louder than words. COMMITMENT is the stuff character is made of. The power to transition a successful practice. It is the daily triumph of integrity over skepticism.