NZRGPN Conference 2015
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Succession planning and exit strategies for GPs

There is now widespread awareness of the term ‘succession planning’ – but what does it actually mean for those of you in general practice? Put simply, it is preparing a strategy for you to exit your practice effectively. The chances are that if you sit round waiting for that attractive and timely offer to purchase your practice when you decide to retire, it will never happen. And exiting your practice doesn’t always mean retirement – it could happen due to incapacitation or because of a change in your lifestyle.

Practice ownership is often a lifetime investment. If you’ve put most of your working life into the business, a successful exit strategy and succession plan can help you attain the life you want, and deserve, after exiting the practice. On the flipside, without an exit plan, you run the risk of being unable to sell your practice.

Rural general practice definitely has more challenges when it comes to succession planning but some options include:

- Selling your practice externally
- Partnership buy-outs – would the other owners take over your share?
- Employee(s) with a view to purchase – is there an appropriate associate who would like to buy into the practice?
- Minimisation of shareholding – do you want to ease yourself out slowly and, if so, is that an option?
- Community or PHO involvement

In this session we will consider aspects of succession planning including:

- What will a successful general practice look like in the future?
- Preparing the practice for sale – what do you need to do to make you practice attractive to future potential buyers?
- Pre-purchase due diligence – what things will a prospective buyer want to know about the practice?
- Practice values – what determines the value of a general practice?

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