

# Trends in Veterinary Practice Values and Transitions:

Preparing buyers and sellers for the road ahead.

**Ellie Wattles, DVM.** What are the current Trends in Veterinary Practice Sales. Key Transition Issues . Dr Wattles has 18 years experience working as a transition specialist for veterinary practices and hospitals. She has broad experience in all areas of practice transitions, having acted as an agent or consultant in greater than 400 acquisitions and transfers. She is both a licensed veterinarian and real estate broker.

**Rick Wattles, DVM.** Have Veterinary Practice Values Changed? Dr. Wattles is a licensed veterinarian and chief analyst and valuator for Pacific Professionals Inc. He has had extensive experience and training in practice valuations, having performed greater than 500 practice appraisals and sales valuations. He has been a member of the Institute of Business Appraisers for over 17 years.

**Melisa Edwards of Banc of America Practice Solutions** explains the proper way to navigate the challenges of financing a practice purchase or start-up. 2010 expectations for rates, terms, and lending market conditions will be discussed. Free buyer pre-approval program available.

**Brought to you by the Santa Clara Valley VMA. Register Today!**

Date: March 30<sup>th</sup>, 2010

Time: 7:00 PM Dinner  
7:30 PM to 9:00 PM 2 CE Program

Location: Pruneyard Plaza Hotel  
1995 South Bascom Ave .  
Campbell, CA 95008

To register please RSVP Mike Boll at 866-571-7469 or email [michael.boll@bankofamerica.com](mailto:michael.boll@bankofamerica.com)



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