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Course Information

Course Title: CPA Firm Mergers and Acquisitions #371824

Recommended CPE credit hours for this course

CPA: 3 (accepted by all states)

In accordance with the standards of the National Registry of CPE Sponsors, CPE credits have been granted based on a 50-minute hour.

National Registry of CPE Sponsors ID Number: 107615.

Sponsor numbers for states requiring sponsor registration

Florida Division of Certified Public Accountancy: 0004761 (Ethics #0011467)

Hawaii Board of Accountancy: 14003

New York State Board of Accountancy (for ethics): 002146

Ohio State Board of Accountancy: CPE.51 PSR

Pennsylvania Board of Accountancy: PX178025

Texas State Board of Accountancy: 009349

Course Description

One of the key events in the life of a CPA is selling one's practice. This one-time event is fraught with issues that could severely impact one's retirement. In the *CPA Firm Mergers and Acquisitions* course, we cover a multitude of issues related to selling one's practice, including how a valuation is formulated, which points deserve in-depth negotiation, how to transition clients to the successor, how to plan for a succession event, and how to increase the value of one's firm.

Course Content

Publication/Revision date: 2/20/2024.

Author: Steven M. Bragg, CPA.

Final exam: Fifteen questions (multiple-choice).

Program Delivery Method: NASBA QAS Self-Study (interactive)

Subject Codes/Field of Study: Finance

Course Level, Prerequisites, and Advance Preparation Requirements

Level: Overview

Prerequisites: None

Advance Preparation: None

Instructions for Taking This Course

- Log in to your secure account at www.bhfe.com. Go to "My Account."
- You must complete this course within one year of purchase (If the course is "Expired," contact us and we will add the latest edition of the course to your account (no charge).
- **To retain the course-PDF after completion (for future reference) and to enable enhanced navigation:** From "My Account," Download and save the course-PDF to your computer. This will enable the search function (Menu: Edit>Find) and bookmarks (icon on left side of document window).
- **Complete the course by** following the learning objectives listed for the course, studying the text, and, if included, studying the review questions at the end of each major section (or at the end of the course).
- **Once you have completed studying the course** and you are confident that the learning objectives have been met, answer the final exam questions (online).

Instructions for Taking the Online Exam

- Log in to your secure account at www.bhfe.com. Go to "My Account."
- A passing grade of at least **70%** is required on the exam for this course.
- You will have **three attempts** to pass the exam (call or email us after three unsuccessful attempts for instructions).
- The exam is not timed, and it does not need to be completed in one session.
- For a printed copy of the exam questions, open the exam and press "Print Exam."
- Once you pass the exam, the results (correct/incorrect answers) and certificate of completion appear in "My Account." A confirmation email is also sent.
- CFP Board and IRS credit hours, if applicable, are reported on Tuesdays and at the end of the month.

Have a question? Call us at 800-588-7039 or email us at contact@bhfe.com.

Learning Objectives

- Describe what is required for a successful merger transaction.
- Explain the circumstances under which a CPA firm may need to sell out, acquire, or merge with another firm.
- Specify the metrics that could be of interest when evaluating a merger or acquisition candidate.
- Identify the reasons for structuring an acquisition to look like a merger.
- Describe the reasons for the various due diligence activities.
- Explain the circumstances under which the financial viability of a buyer can be harmed.
- Specify the methods commonly used to value a firm for an internal sale.
- Describe the best funding method to support an internal sale.
- Describe the actions that can be taken to build a CPA firm's brand with clients.
- Specify the most important criteria to use when searching for a successor.
- Identify the circumstances under which succession planning can fail.
- Identify the different forms of training and other forms of support that can be given to employees.
- Describe the clauses in a partnership agreement that relate to the financial viability of the firm.

About the Author

Steven Bragg, CPA, has been the chief financial officer or controller of four companies, as well as a consulting manager at Ernst & Young. He received a master's degree in finance from Bentley College, an MBA from Babson College, and a Bachelor's degree in Economics from the University of Maine. He has been a two-time president of the Colorado Mountain Club, and is an avid alpine skier, mountain biker, and certified master diver. Mr. Bragg resides in Centennial, Colorado. He has written more than 250 books and courses, including *New Controller Guidebook*, *GAAP Guidebook*, and *Payroll Management*.

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Table of Contents

Course Information	ii
Learning Objectives	iv
About the Author	iv
Table of Contents	v
CPA Firm Mergers and Acquisitions	1
Introduction.....	1
Overview of CPA Firm Mergers and Acquisitions.....	1
Reasons to Acquire	2
Firm Valuations – General Factors	2
Ways to Build Firm Valuation	3
Timing of the Merger or Acquisition Event.....	6
Buyout Negotiation Points	7
Specific Buyout Structures.....	10
Types of Mergers	12
Lateral Merger.....	12
Mini Merger	12
Upstream Merger.....	12
Cull Out Sale	12
Merger Issues.....	13
Acquisition Issues	15
The Superstar Conundrum	15
Due Diligence	16
Features of Internal Sales.....	20
Internal Succession	20
Succession Planning.....	22
The Choice of Successor.....	23
Succession Planning Failures.....	25
Ensuring Successful Client Transitions	26
In-House Training Recommendations	27
Relevant Clauses in Partnership Agreements.....	28
Summary.....	30
Review Questions	31
Answers to Review Questions	33
Glossary	36
Index.....	38