

My Experience:

- **Disability buyout of a partner**
Not all disabilities are created equal
- **Partnerships that didn't work**
Things can change
- **Partnerships that work**
Flexibility is important
Communication is key
- **Transitioning of Clients**
Start transition early
Some clients will need more time (you may need more time to let go)
Retention of long time clients is critical
- **Reduce your role**
Give the new partner(s) room to grow into their role of managing the company
- **Stay a partner**
Keep some control in the decision making process
Differences in contribution and amount worked can be dealt with in base draws (salaries) and profit distribution
Lessens the initial cost burden of new partners
Sell balance of interest when completing final transition from the company
- **Final points**
Be flexible
Communicate clearly and often
Don't be afraid to let go