

# THE NEW CHIROCOM MAGAZINE

## PORTEOUS ACADEMY OF CHIROPRACTIC ARTS & SCIENCES

### JANUARY 2026

SAT 10 LA / SCUHS  
THUR 15 OC / IRVINE (8HR)  
SAT 24 LA / PASADENA  
THUR 29 OC / LA PALMA  
SAT 31 SD / OCEANSIDE

### MARCH 2026

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Dr. Larry Basch, DC, CCSP, CCPE, ICSC  
US Navy & US Marine Corps  
Sports Chiropractor



Dr. Vanessa Manfredi, DC  
Chiropractor  
Event Facilitator



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Legendary Chiropractor  
Motion Palpation Founder



Dr. Robert Zeravica, DC  
Chiropractor  
CFR and SOT Specialist



Dr. Peter Fields, MD, DC  
Medical Doctor & Chiropractor  
Owner of OrthoRegen



Dr. Jeff Fisher, DC  
Traction Specialist  
Inventor of Fisher Traction



Albert Abkarian, Esq.  
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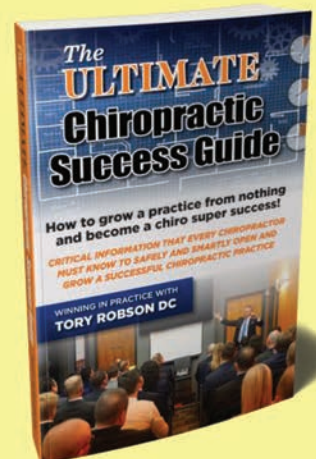
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STATISTICS ARE LIKE A BIKINI BATHING SUIT. WHAT THEY REVEAL IS SUGGESTIVE BUT WHAT THEY CONCEAL IS VITAL. *JB*

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## FEATURED ARTICLE

### **The Million-Dollar Mistake Most Chiropractors Make When Selling Their Practice**

Too many chiropractors wait until they're burned out or physically unable to practice before considering a transition. At that point, their practice value has often dropped—patient visits decline, staff may become disengaged, and the stress of trying to find a buyer quickly can result in a rushed, underpriced sale.

The biggest mistake is assuming the only way to exit is through a traditional sale—often requiring an SBA loan, a large down payment from a buyer, and a one-time payout to the seller. This approach not only limits your pool of buyers but often comes with steep tax implications.

Enter the hybrid earnout—a flexible transition model that allows you to sell your practice for 2–3 times more than it would sell for outright. With an earnout, the seller retains ownership while gradually transferring income and equity to a junior partner (buyer) over 5–10 years. One of the biggest benefits for the seller is the ability to leave after a normal 90-day transition—retiring or moving on without being tied to the practice for years. The buyer puts down a nominal upfront investment, receives raises and equity annually, and never has to make payments out of pocket. Meanwhile, the seller maintains control of the finances and receives consistent income while reducing liability and taxes.

An earnout may sound unconventional, but it's actually the most sustainable and lucrative strategy in today's chiropractic market. Unlike a one-time sale, an earnout allows for mentorship, maximized valuation, and far greater control of the transition.

We've seen sellers go from \$750K in a traditional valuation to over \$3.4M with a properly structured earnout. The difference is preparation, mindset, and the right partner. Whether you're 5 years out or ready to sell next year, now is the time to plan.

To explore whether an earnout is right for your transition, email us at **[office@chirocom.com](mailto:office@chirocom.com)** to schedule a confidential discovery call.

*Disclaimer: This article is for informational purposes only and does not constitute legal, tax, or financial advice. Always consult a qualified professional before making any decisions regarding the sale or purchase of a chiropractic practice.*

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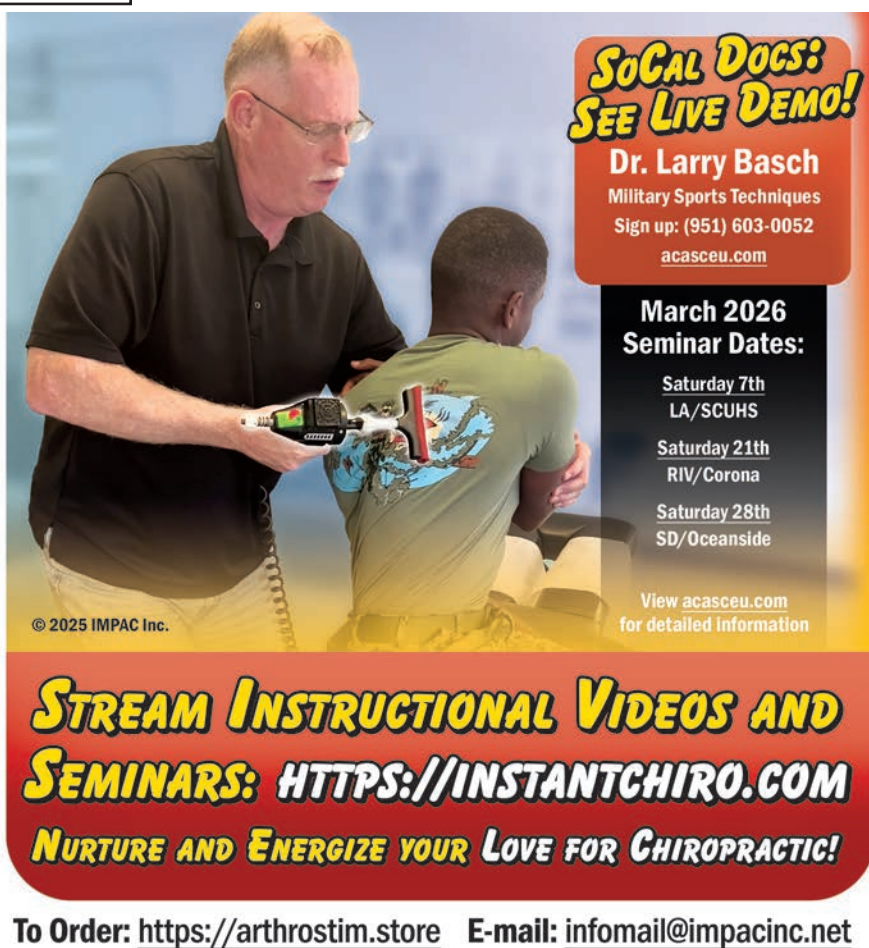
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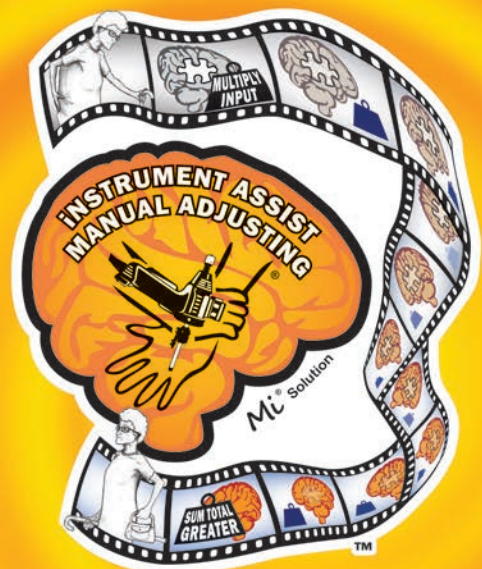


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Kale is widely regarded within upper cervical chiropractic circles as a leading authority on knee-chest upper cervical specific techniques and is credited with revitalizing this approach in the 1980s and 1990s through teaching, seminars, and founding the Kale Network, Kale Research Council, and the Kale Foundation. His work influenced many practitioners worldwide and continues through his son, Dr. B.J. Kale, and affiliated organizations.

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