

Seal the Deal

Negotiating the purchase or sale of a veterinary practice requires a firm understanding of all the documents

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The number of mergers and acquisitions occurring in the veterinary industry is unquestionably at an all-time high. Corporate chains and aggregators own as much as 15 percent of general companion animal practices, according to estimates, and the percentage is even higher for specialty practices. This means an increasing number of veterinarians are entering the deal arena and putting their negotiation skills to the test.

Holland & Hart's Animal Health and Pet Products Industry Group co-chair and corporate attorney Nicole Snyder discusses tips and strategies that veterinarian buyers and sellers can employ when negotiating an acquisition, in the article titled "Seal the Deal" published by Today's Veterinary Business in its October 2018 issue.

Nicole Snyder is a partner at Holland & Hart, where she advises clients on mergers, acquisitions and complex employment matters. She is a member of the American Veterinarian Medical Law Association and co-chairs the firm's Animal Health and Pet Products Industry Group.

To read the full article, [click here](#).

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