

Figure 3-3

PRACTICE DOCUMENT MATRIX				
Establish Practice	Sell/Acquire Practice	Sell/Acquire Portion of Practice/Practice Merger	Associate	Solo Group Arrangement
<ol style="list-style-type: none"> 1. Lease for Practice Facility 2. Choose Operating Format (Corporate or Non-Corporate Form) 	<ol style="list-style-type: none"> 1. Non-Binding/Binding Letter Of Intent 2. Asset or Stock Purchase Agreement 3. Assignment or Sale of Personal Goodwill Agreement 4. Promissory Note 5. Pledge and Security Agreement 6. Bill of Sale 7. Restrictive Covenant Agreement 8. Employment Agreement for Former Owner, if Applicable 9. Consulting Services Agreement for Former Owner, if Applicable 10. Deferred Compensation Agreement-Already in Effect 	<ol style="list-style-type: none"> 1. Share or Asset Purchase Agreement 2. Owner Employment Agreements 3. Buy-Sell Agreement 4. Deferred Compensation Agreements, if Applicable 5. Close Corporation or Shareholder or Operating Agreement 6. Owner Employment Agreements 7. Merger Documents, if Applicable 	<ol style="list-style-type: none"> 1. Associate Employment Agreement 2. Non-Binding Letter Agreement Outlining Key Terms of Potential Practice Ownership 	<ol style="list-style-type: none"> 1. Associate Employment Agreement 2. Asset Purchase Agreement 3. Operating Agreement/Facility Sharing Agreement 4. Buy-Sell Agreement 5. Lease Agreement, if Applicable 6. Choose Operating Format (Corporate or Non-Corporate Form)

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Establish Practice	Sell/Acquire Practice	Sell/Acquire Portion of Practice/Practice Merger	Associate	Solo Group Arrangement
	11. Lease Agreement 12. Memorandum of Lease/ For Recording Purposes			