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**Common Misconceptions about Selling an Accounting Firm**

*Accounting Today*

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In an article published on March. 9, 2015, shareholder and chair of the Atlanta Corporate Team Tom Jones provided guidance to those interested in selling an accounting firm. This is a once-in-a-lifetime event for most practice owners, and many have a strong misconception regarding the value of the firm. Jones told the publication, If its a true sale as opposed to a merger of equals, the pricing thats discussed is usually 1 to 1.2 times gross revenues. Jones goes on to discuss several other misconceptions related to non-compete agreements, a de-merger clause and the idea that a lawyer isnt necessary in a sale or merger of accounting practices. Please click [here](#) to read the full article.