



[Ryan Gipple, Berkshire Business Sales & Acquisitions](#)

( [PRLEAP.COM](#) ) **Berkshire Business Sales & Acquisitions Aids Buyers in Competitive Accounting Firm Sales Market**

CHANDLER, AZ (July 8, 2014) - Berkshire Business Sales & Acquisitions, a boutique business consultancy firm specializing in the sale of accounting and CPA firms, is launching a buyer search product to aid interested buyers in the competitive CPA and accounting-firm market.

The new product will help firms seeking to grow their business through acquisition or individuals attempting to purchase their first accounting firm. Berkshire geographically targets companies segmented by revenue and geography and consults with the buyer on differentiation, which is the process of helping buyers look appealing to potential sellers since we are operating in a sellers' market. The Berkshire team handles all direct mail, follow-up telemarketing, and subsequent meetings with any potential sellers.

"Buying an accounting or CPA practice is an incredibly challenging endeavor. We have clients that have been coming to us for years using a re-active strategy for acquisition, which means they only show interest in buying once they notice a selling firm instead of being pro-active and consulting with us to find a firm. Being re-active may leave buyers empty-handed and frustrated. Buyers can leverage the expertise of our firm to help them identify the type of practice, size of practice, and the geographic location of the accounting practice they would like to acquire. We can organize and administer the search in a way that the impact on their time is minimized and the chances of a successful acquisition and transition is maximized," says Ryan Gipple, principal of Berkshire Business Sales & Acquisitions.

Additionally, the seller, keeping acquisition costs lower, pays for the bulk of the selling commissions. You can learn more about Berkshire Business Sales & Acquisitions at [www.berkshirebsa.com](http://www.berkshirebsa.com)

**About Berkshire Business Sales & Acquisitions** Berkshire Business Sales & Acquisitions is a Phoenix boutique business consultancy specializing in the sale of accounting, bookkeeping, and CPA practices. They help clients successfully plan, prepare, and complete the sale of businesses and specialize in general business, brokerage, CPA/accounting practice sales, mergers and acquisitions (M&A), and exit planning. To learn more, visit

## Phoenix Business Broker Launches New Accounting Practice Search Product

Written by Australian Business

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