



Selling, Closing and Valuing the Medical Practice (Paperback)

By American Medical Association

American Medical Association, United States, 2012. Paperback. Condition: New. Language: English. Brand new Book. Contemplating selling or closing your medical practice. Would you like to know the value of your practice to assess your market position? This comprehensive resource helps you appraise the value of your practice, while broadening your knowledge base and outlining strategic options and alternatives available to determine the most appropriate models and methods for the dissolution of your practice. Selling, Closing, and Valuation of the Medical Practice, begins with preparing to sell and explores initiatives for enhancing the value of the practice, as well as addressing the processes and phases of disengagement. This practical resource provides business insight to questions and challenges faced by practices today, as well as how recent trends have impacted physician decision making for future needs. Organized in three sections, the first part provides both procedural and tactical functions of a practice sale and focuses on disengagement, physician diversification, and practice buy-in and buy-out. The second section focuses on practice closings and considerations relative to closures such as operational, employee, patient notification requirements, real estate and facility, and technology and information systems. The third part addresses the valuation of the medical practice,...



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