

Poems, Prayers & Penalties

The Road from
Here



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The Current Playing Field



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ISSUES

- Re-imbusement Delays
- Service Delays
- Unreasonable Zero Rejection Requests
- No Direct Care Staff
- Re-imbusement Changes
- New Programs
- Looming Managed Care
- No Nurses
- Pay Raises Without Rate Hikes
- More Billing Barriers

Roadmap to Resolution

Review Your Program

Find a Team

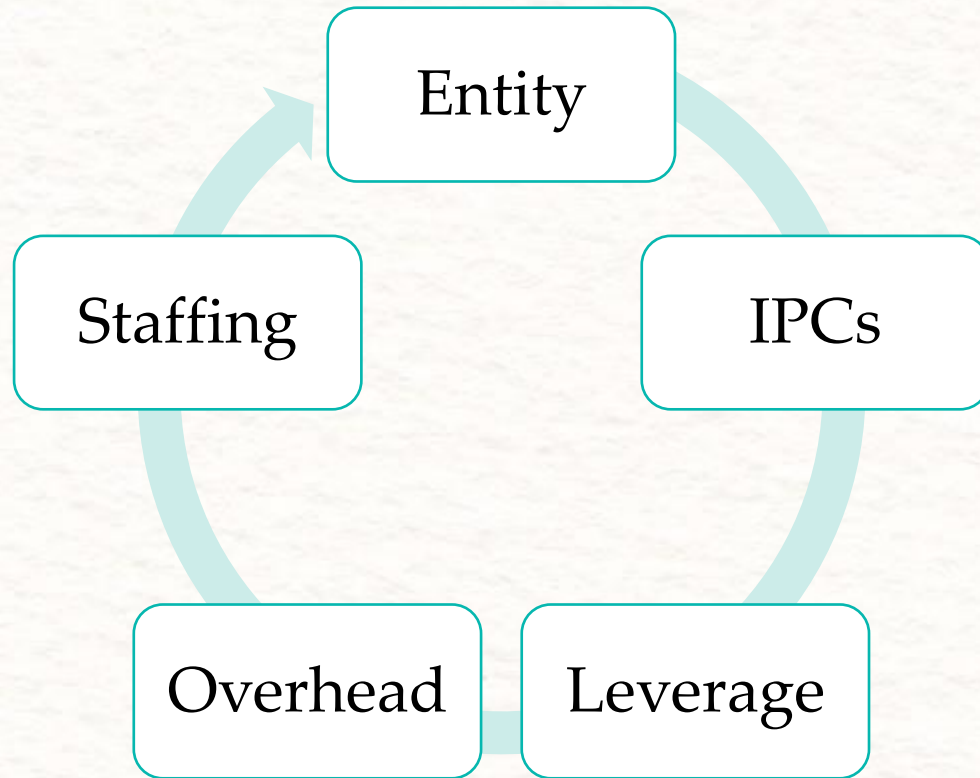
Win the Lottery (find more \$\$)

Sell

Surrender Your Contract



Program Review



- Helps with every other option
- Bill every hour on the IPC
- Leverage unencumbered assets
- Cut overhead
- Re-organize staff models

Find A Team

Subcontract

Share staff

Partner Up



Find Money

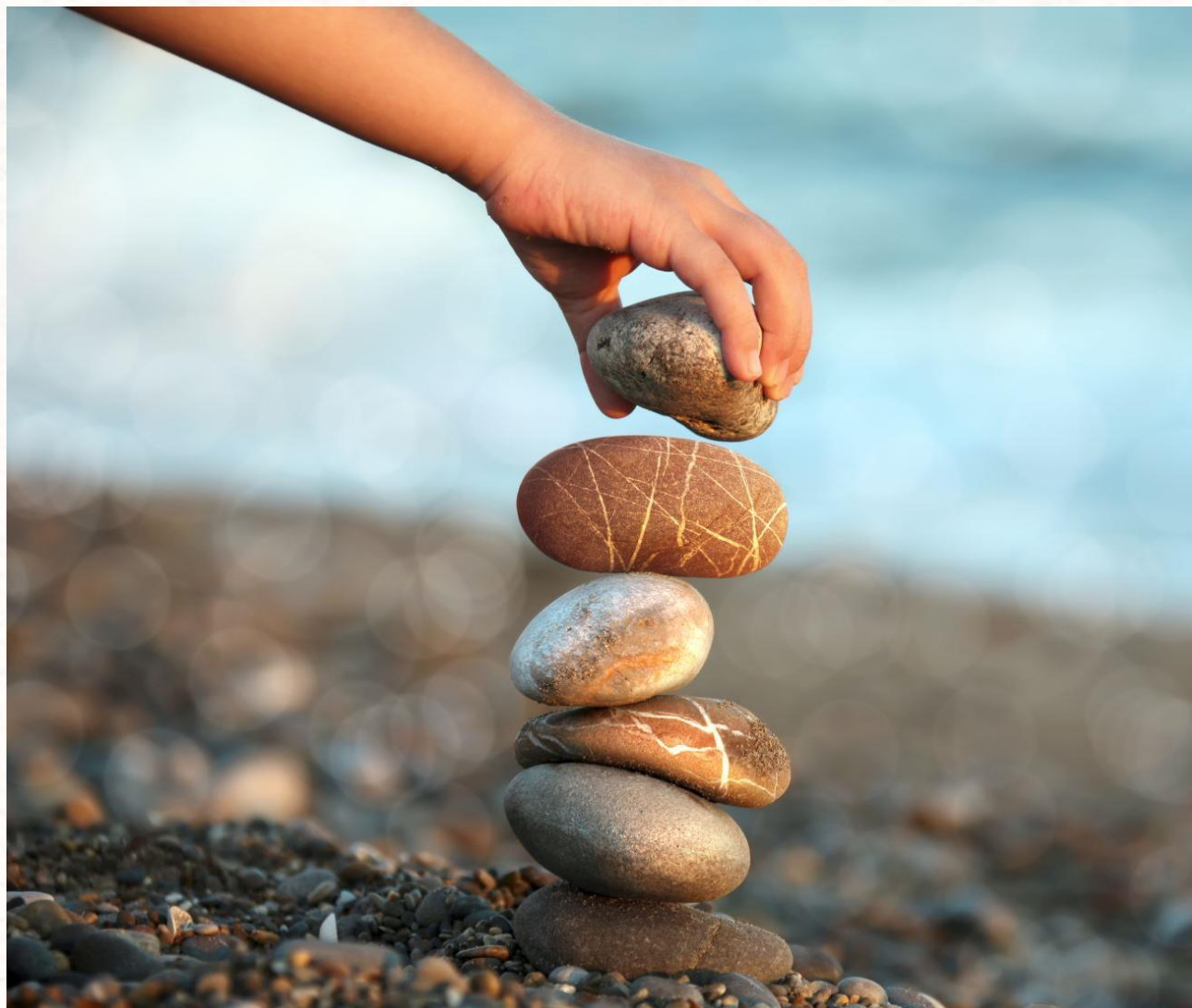
HELOCs

SBA

House sale & leaseback

Avoid the money stores

Lease staff cautiously

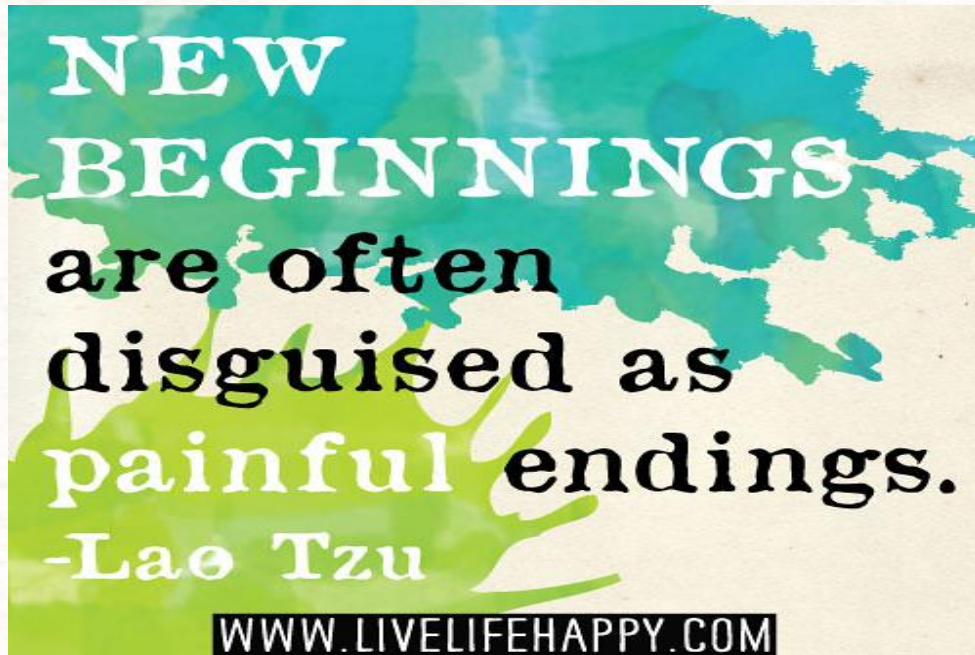


Sell

Type of entity
Assets or Equity
Process/CHOW
Timeframe
Typical Terms



Type of Entity



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- What name is on the contract
- Who else is in the business
- What assets in this entity
- What is the needed timeframe

Assets or Equity?



- Equity is membership in an LLC or stock in a corporation
- Equity transfers all the history of the organization
- Equity allows transfer without CHOW
- Assets are all the good things in the business and not the bad
- Assets usually requires a CHOW
- Can't sell HCS contract

Process

- Identify buyers or broker
- NDA with buyers/broker
- High level information exchange
- Letter of Intent (LOI)
- Due Diligence
- Asset Purchase Agreement
- Required Notice
- Closing
- Post Closing Settlement

Surrender

At least 60 days
notice

Vendor hold

Left with
liabilities



Questions?

**I've been lately thinking about my life's time
All the things I've done and how it's been
And I can't help believing in my own mind
I know I'm gonna hate to see it end**