Practice Valuations … What is Your Practice Worth?

There are a few critical times in the life of any medical practice when it is vital to know the market value of your practice as a going business concern. These valuations are vital when bringing in new partners, discussing the acquisition or merger with another practice, preparing for retirement … or in the unfortunate instance of divorce. In general it is quite difficult to measure the true value of a “service business,” including the practice of medicine.

This course is ideal for physicians, surgeons and their financial advisors to get a full and better understanding of the complex elements going into the valuation of a medical practice. You’ll learn when and how to proceed with formal valuations and what it takes to maximize the value of your practice.

This Practice Management Webcast is just $99 for Members & their Practices:
- A 90-minute live Webcast including a formal presentation and time for Q&A
- The course is given once as a live Webcast, on Wednesday July 27, 2011 (convenient for your staff) and then via streaming Internet technologies shortly thereafter.
- Your $99 registration fee covers either one or both presentations and handout materials.
- The ability for ACS Fellows and practice managers to e-mail follow-up questions to Economedix Practice Management Advisors for personalized responses

Course Objectives - Completion of this Practice Management Course will provide:
1. A broad understanding of Key elements in a formal “Market Valuation” of a practice
2. Knowledge of when it is vital to seek a formal and professional valuation
3. Processes to use valuations whenever changes in ownership of the medical or surgical practice contemplated
4. A roadmap to defining ways to maximize the value of a medical practice
5. Case studies highlighting critical elements of practice valuations

Accreditation - The American College of Surgeons is accredited by the Accreditation Council for Continuing Medical Education (ACCME) to provide continuing medical education to physicians.

Credits - The American College of Surgeons designates this educational activity for a maximum of 1.5 category 1 credits toward the AMA Physician's Recognition Award. Each physician should claim only those credits that he/she actually spent in the educational activity. PAHCOM has pre-approved this educational activity for 1 CEU towards the PAHCOM CMM designation. To earn the credit, participants must complete the combination Evaluation / CME - CEU Form, that is included in the course materials, and FAX this form back within seven days following the date of the Webcast.

Faculty - The faculty for the course is Mr. Tom Loughrey, MBA, CCS-P. Mr. Loughrey is Chairman of Economedix and a noted practice management consultant to physicians, medical offices and medical societies. For over a decade, Mr. Loughrey has provided consulting services to the College as a part of the Consultant’s Corner at the annual ACS Clinical Congress and regularly is engaged by ACS to speak and teach at meetings and workshops throughout the country.

Registration & Information - This completed form can be Faxed Toll Free to 877-813-9784; or mailed to Economedix - 297 Valley Road # 200 - Wexford, PA 15090; For complete details and secure On-Line Registration simply go to: http://www.YourMedPractice.com

Thank you for your interest in this Program!

[ X ] Yes, we want to participate in the Practice Valuation Course … and will attend
[     ] Wednesday July 27, 2011 @ 1 PM Eastern, [     ] Web-based On-Demand … or [     ] Both Presentations.

Form of Payment: [     ] Check Payable to Economedix, LLC & mailed to: 297 Valley Rd # 200 - Wexford, PA 15090 or [     ] Credit / Debit Card (MC, Visa, Discover or American Express)

Card Number (15 or 16 digits): ___________________________ Expiration Date: _____ / ________

3 Digit CVV Code*: ________ Name on Card: ___________________________

Card Billing Address: ____________________________________________

Card Billing City, ST Zip: ____________________________________________

* Please use 4 Digit Code on front of AMX Card
American College of Surgeons
Practice Valuations … What’s Your Practice Worth?
EVALUATION / CME FORM

NAME: _________________________________________________    Telephone #: ______________________
ACS Fellow #: _______________________      E-mail Address: ______________________________________

Please circle one number for each statement

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<thead>
<tr>
<th>Statement</th>
<th>Strongly Agree</th>
<th>Agree</th>
<th>Neutral</th>
<th>Disagree</th>
<th>Strongly Disagree</th>
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</thead>
<tbody>
<tr>
<td>1. Program topics and content were consistent with printed objectives</td>
<td>5</td>
<td>4</td>
<td>3</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>2. Program topics and content was relevant to my educational needs</td>
<td>5</td>
<td>4</td>
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<td>3. Presenters were informative and added knowledge to the session</td>
<td>5</td>
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<td>4. Discussion time was adequate and enhanced understanding of subject</td>
<td>5</td>
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<td>5. Acquired knowledge will be applied in my practice environment</td>
<td>5</td>
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<td>3</td>
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<td>6. Supplemental written materials helped clarify course content</td>
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<td>7. I will seek additional information on this subject</td>
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<tr>
<th>Quality of the Audio Presentation</th>
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<th>4</th>
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<tr>
<td>Overall Practice Management Course</td>
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<td>4</td>
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General Comments for this Course:

Surgical Specialty

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<tr>
<th>Specialty</th>
<th>Years out of Residency Training</th>
<th>Primary Type of Practice</th>
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<tbody>
<tr>
<td>Colon &amp; Rectal Surgery</td>
<td>1-5</td>
<td>Private Practice</td>
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<tr>
<td>General Surgery (includes Oncology and Trauma)</td>
<td>6-10</td>
<td>PPO/HMO</td>
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<td>Neurological Surgery</td>
<td>11-20</td>
<td>Group Practice</td>
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<td>Obstetrics/Gynecological Surgery</td>
<td>21-30</td>
<td>Academic Institution</td>
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<td>Ophthalmic Surgery</td>
<td>Over 30</td>
<td>Hospital</td>
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<td>Orthopaedic Surgery</td>
<td>Other - Please Specify Below:</td>
<td>Military</td>
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<tr>
<td>Otorhinolaryngology</td>
<td>Other - Please Specify Below:</td>
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Please FAX this Evaluation / CME Form Toll Free to: 877-813-9784 within 7 days following this Webconference to receive CME recognition from the American College of Surgeons. Thank You!
Practice Management Webcast
Sign In Sheet

Educational Activity: Practice Valuations ... What’s Your Practice Worth?

Dates: Wednesday, July 27, 2011 @ 1:00 PM Eastern - 10 AM Pacific

Faculty: R. Thomas (Tom) Loughrey, MBA, CCS-P of Economedix, LLC

Sponsor: The American College of Surgeons

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