Building the Value of a Home Care Agency...from an M&A Perspective

Presented by:
Kevin Taggart
Stoneridge Partners

Where we are going today...

• Market Update
• Value vs. Price
• Define Adjusted EBITDA & its role in valuation
• Transaction case studies
• Factors than can influence the income of an agency for M&A purposes.
  • Learn how professional buyers try and tilt prices in their favor.
• Review the risk and value drivers that can increase or decrease the value of an agency
• Strategies you can use to help improve your value proposition to buyers.
• Q&A
All attendees will receive a packet containing......

• All of the slides in the presentation.
• A worksheet to assist in determining the true income of an agency.....the same worksheet used by one of the nation’s top business valuation firms.
• A due diligence check list used by one of the major buyers in our industry.
• A sample Letter of Intent.
• A white sheet with a full explanation of the federal taxes due on the sale of a home health agency.

□ STONERIDGE PARTNERS

A merger & acquisition firm that focuses of brokering home health agencies and hospices exclusively

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