

# Don't let your practice get the F.L.U.

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Buying or selling a medical, dental or other health care practice is a complex process. Legal, tax accounting, valuation and psychology issues are all involved.

HPA member, Alan Shifrin, J.D. will review and discuss some of these issues in a Dinner presentation on May 17, 2017.

Discussions will highlight how to successfully enter into and complete health care practice transactions without getting the **FLU**:

F- The professional practice transaction must be Feasible for all parties with respect to its terms, structure, and price whether buying, selling or merging a practice.

L- The Legal structure, statutory requirements and enforcement of the documents and terms must be clear and acceptable to all parties involved.

U- The parties must Understand the individual responsibilities and short/long term ramifications involved in every transaction.