



What a Healthcare Business Escrow may look like*

01

Negotiations

- Price Negotiations
- Terms Negotiations (e.g. Seller Carry)
- Lease Negotiations
- Banking Negotiations
- FFE Negotiations

02

Opening of Escrow (1-5 days)

- Fully-executed purchase agreement
- Wire Advisory/Escrow Documents
- Obtain Escrow Number
- Obtain Wiring Instructions
- Obtain Bulk Publishing Statement

03

Due Diligence (10 days)

- Create due diligence checklist/focus
- Incorporate Medicare Consultant
- Incorporate Medicare Biller
- Evaluate due diligence
- Incorporate Lawyer, Accountant as needed

04

Transaction Documents

- Create (not limited to):
 - Purchase Agreement
 - Interim Management Agreement
 - Business Associate Agreement
 - Addendums/Advisory's
 - Escrow Instructions
 - Meeting Minutes/Resolutions

05

Close of Escrow (12-30 days)

- Make appointment to close escrow
- Ensure all parties have IDs/Names match
- Schedule Bank Appointment
- Organize Corporate Book
- Exit Strategy - Seller
 - Exist strategy from Initial Listing Meeting

06

Post Closing

- Change of Ownership (CHOW)
- Change of Location (CHOL)
- Change of Information (CHOI)
- Transition:
 - Introduction to Staff
 - Review of Business Systems
 - Introductions to Contractors
 - Introductions to Vendors
 - Sharing of Username/Passwords

**Not all transactions will follow these same steps*