

# WHY SOME HEALTHCARE BUSINESSES NEVER SELL

## Healthcare Biz Brokers

### FINANCIALS

Poor Financial Records  
Poor Profit Loss Statements  
Poor Balance Statements  
Unorganized Bank Statements

### LANDLORD

Poor Lease Terms  
Rigid Landlord

### SELLER

Seller Not Ready to Sell  
Seller with no Exit Strategy

### OBSOLETE

Product or Service is Obsolete  
Business lacks technology

### BUSINESS

The Owner is the BUSINESS  
No staff or systems in place

### PRICE

Unrealistic Price  
Overpriced

### LICENSING

Licensing Requirements  
Legislative constraints/limitations

### TERMS

Seller only wants Cash  
Unrealistic Terms

### MOTIVATION

Seller lacks Motivation  
Seller lacks focus

### INEXPERIENCED

Inexperienced Attorneys  
Inexperienced CPAs

### INEXPERIENCED

Inexperienced Brokers

### MARKETING

Lack of Marketing Strategy

### NO PREP

Bringing Business to the marketplace prematurely



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