Buying and Selling a DME Supplier: Steps to Succeed

Presented by Jeff Baird, Esq. and Tom Knapp, Esq. of Brown & Fortunato
Tuesday, July 25 | 2:30-3:30 PM ET

Webinar Objective

Buying and Selling a DME Supplier: Steps to Succeed

When a person/entity intends to buy...or sell...a DME supplier, there are a number of documentation and regulatory issues that must be addressed. The seller must take a number of steps to make itself more attractive.

The buyer and seller need to decide whether the transaction will be an asset or stock sale. The parties will need to engage in multiple transactional steps: mutual nondisclosure agreement, letter of intent, stock purchase agreement/asset purchase agreement, and other closing documents. The buyer will need to engage in three types of due diligence: financial, corporate and regulatory. And the parties will need to meet a number of regulatory requirements such as submitting change of ownership notifications.

This program will discuss all of these (and other) issues associated with the purchase and sale of a DME supplier.

Price: Member $99.00  |  Non-Member $129.00

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