

Steps to Successfully Buy and Sell a DME

Webinar Presented by Jeffrey Baird, Esq. and Tom Knapp, Esq. of Brown & Fortunato
Thursday, September 19, 3:00-4:00 p.m. EST



When a person intends to buy ... or sell ... a DME supplier, there are a number of documentation and regulatory issues that must be addressed. First, 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" sale or a "stock" sale. The parties will need to engage in the normal transactional steps:

1. mutual nondisclosure agreement,
2. letter of intent, stock purchase agreement/asset purchase agreement, and
3. 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 supplier.

Price: Member \$99.00 | Non-Member \$129.00

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City, State, Zip: _____

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- Check (made payable to AAHomecare)
 I Authorize Charging my Credit Card
 VISA
 MASTERCARD
 AMEX

Card Number: _____ Exp _____ CVV _____

Name on Card _____ Billing _____ Zip _____

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