

Title

The Practicing CPA's Medical Practice Valuation Course

Objective

A “how to” course that provides participants with a solid foundation in the analysis and valuation of medical practices, including revenue and coding, **Risk** (discount and capitalization rates), and the capitalization of cashflow and excess earnings methods – things you can **actually use** to value a medical practice.

Highlights

Practice Analysis

- The Resource-based Relative Value Scale
- Understanding how Medical reimbursement impacts practice value.
- Sources of data for benchmarking and analyzing practice coding and revenue.
- Tricks for “normalizing” practice revenue and expenses.
- How to correctly value medical accounts receivable.
- “Senior Doctor Rights” and the impact on buy-in/buy-out valuation.

Regulatory Issues

- Excess Benefit Transaction Rules for tax-exempt entities.
- Stark laws.
- Anti-kickback statute.
- *Qui tam* law and the False Claims Act.

Practice Valuation

- Definition of “fair market value” and other standards of value.
- Accurate computation of **discount** and **capitalization** rates using the “build-up method.”
- **Correct** use of the excess earnings method to value practices.
- How to separate personal and business goodwill.
- Implications for divorce valuation.
- Methods for valuing hospital-based practices.
- Walk-thru Case Study on valuing a medical practice using the Excess Earnings method and the Capitalization of Cashflows method, supported by detailed explanation in course book.
- Common mistakes and how to avoid them - with real life examples.
- Weaknesses and dangers of so-called “market” evidence of the value of medical practices.
- Participant case study on finding “mistakes” in an excess earnings valuation.

Course materials include all PowerPoint slides as well as numerous articles detailing the concepts presented on the slides, as well as web sites providing valuable information.

Designed for CPAs who serve medical practice clients and understand basic finance, including present value computations, and are interested in advising their physician clients about buying and selling medical practices at a “fair market” price. The course also provides an excellent background course in the financial analysis of medical practices as well as an overview of the regulatory environment.

Level: Specialized knowledge.

Instructor BIO: Mark O. Dietrich, CPA/ABV is acknowledged as one of our profession’s business valuation experts. Author of the industry-standard *Medical Practice Valuation Guidebook* and co-editor of the *Medical Management Advisor* newsletter, he is also a frequent contributor to such national journals as *Valuation Strategies*, *Business Valuation Review* and *CPA Expert*. An invited speaker on medical practices at numerous national valuation conferences, Mark has taught dozens of valuation courses across the country. He has more than 150 valuation engagements and extensive expert witness and “deal making” experience. He will provide you with the insights of a practitioner who uses valuation as part of “real world” transactions.