The BVR/AHLA Guide to Healthcare Industry Finance and Valuation

Description:
The landscape of the healthcare industry is dynamic and constantly evolving, especially in a time of increasing consolidation in the post-healthcare reform era. As a result, valuations in this industry are particularly challenging. We've brought you the best practices to valuing healthcare businesses in the past and now we bring you the latest ground breaking innovations in the approaches to healthcare valuation.

“There are wants and there are needs ... and then there are musts. If you perform business valuations of healthcare entities, The BVR/AHLA Guide to Healthcare Industry Finance and Valuation should be in your professional library.”

– Kevin R. Yeanoplos, CPA/ABV/CFF, ASA, Brueggeman and Johnson Yeanoplos, P.C.

The new edition of the BVR/AHLA Guide to Healthcare Industry Finance and Valuation, is the premier resource for appraisers, attorneys, and healthcare administrators involved in any healthcare valuation. Edited by renowned valuation thought leader Mark Dietrich, and co-published with the American Health Lawyers Association (AHLA), this comprehensive guide addresses all aspects of healthcare valuation. Over 30 of the top healthcare valuation experts in the country cover the best practices in valuation and how the current market is effecting valuations. The guide also includes a new approach to valuing physician compensation, along with methods to value healthcare entities for divorce and acquisitions, appraising ancillary healthcare services, and much more. This guide is a collection of tried and true methods infused with innovative approaches that will challenge the direction of the future of healthcare valuation.

Highlights of the guide include:

Get new solutions to put to use today on heavily debated topics in the healthcare industry. Dietrich covers new ways to look at valuing compensation as well as a breakthrough valuation method for determining the FMV of compensation which challenges the conventional model for physician compensation in valuation.

A resolution to the debate of whether to use of the cost approach in healthcare valuation. Explore four extensive chapters on the cost approach by Timothy Smith, including one that along with co-author Angie Smith, analyzes claims about valuing trained workforce using the cost approach and whether it is appropriate.

Revolutionary analysis that sheds new light on the misuse of compensation surveys. Dietrich exposes major points about compensation surveys that have seemingly not been recognized in the past and shares his resource-based relative value scale fair market value method to assess physician compensation to use in conjunction with the historically used surveys.

Breakdown of the regulatory risks related to transactions. Dietrich and Tim Smith also analyze six major qui tam cases in two different chapters that highlight in detail the regulatory risks of transactions and undertake an in-depth review of related expert reports and testimony.

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