

SELLING YOUR BABY

*The Personal, Financial, and Legal Aspects of Selling a
Healthcare Business*

Today's healthcare marketplace is rapidly evolving with many challenges and opportunities for owners and entrepreneurs. Healthcare integration, increased reliance on managed care, technological innovation, and other trends require owners to carefully assess these opportunities when they are considering a business transaction. This presentation incorporates a comprehensive view of the personal, financial, and legal qualities of the many decisions a typical healthcare business should consider in a transaction. The content will be very practical with valuable takeaways for all participants and a brief Q & A period at the conclusion.

Speakers

Tom Schramski, PhD, American Healthcare Capital
David Iaconis, CPA, BeachFleischman
Michael Gillette, Esq, Gammage & Burnham

Tom Schramski, PhD is a former CEO/owner with over 30 years of experience in the healthcare field including M&A advisory work. He is the author of Selling Your Baby, a nationally-distributed e-book on healthcare business transactions.

David Iaconis is COO of BeachFleischman's Accounting and Assurance practice and one of its founding shareholders. He has managed the financial statement and tax work for numerous privately held companies and not-for-profit organizations in health care and other industries during his 30 years in public accounting. Dave also specializes in consulting with privately held companies on a variety of issues including succession planning, loan negotiations, internal controls and business acquisitions.

Michael Gillette is a corporate attorney at Gammage & Burnham, with a practice focused on emerging company formation and finance, corporate acquisitions and reorganizations, commercial and private lending and other commercial transactions.



Tom Schramski, PhD
American Healthcare Capital



David Iaconis, CPA
BeachFleischman



Michael Gillette, Esq.
Gammage & Burnham

Tuesday, November 6, 2012

7:00—8:30 am

University Club

**39 East Monte Vista Road
Phoenix, AZ**

and

Thursday November 15, 2012

7:00—8:30 am

**Tucson Country Club
2950 N. Camino Principal
Tucson, AZ**

Light breakfast to be served.

**Please RSVP, by October 26th, to
Sharon Williams at
swilliams@gblaw.com.**