



Maxwell Healthcare
Associates



Seller Agency Health Check

Unlock the Full Potential of Your Home Health and Hospice Agency with MHA.

Before entering the sale process, it's crucial to evaluate and optimize every aspect of your agency. Maxwell Healthcare Associates offers a Seller Agency Health Check specifically designed for Home Health and Hospice agencies. Our comprehensive evaluation ensures your agency is positioned to command the highest value in the market. Our health checks focus on driving **clinical, financial, operational, and technological** excellence, making them essential for sellers aiming for a successful transition. MHA provides actionable insights and strategic recommendations to enhance your agency's readiness and achieve optimal sale results.

As your partner, we support your agency's success and facilitate a smooth, value-maximizing sale.

Why Pre-Due Diligence Matters



Enhance Marketability

Identify and correct potential red flags before formal due diligence begins.



Maximize Value

Ensure your agency's financials, operations, and compliance are in peak condition to command top dollar.



Streamline Transactions

Mitigate risks that could lead to delays or reduced offers.

Don't leave your agency's value to chance.



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*Ensure Clinical,
Financial, Operational,
and Technological
Excellence with MHA*



Maximizing Value Through Expert M&A Insight

Preparing to sell your Home Health or Hospice agency is a significant undertaking that requires meticulous attention to detail. With years of expertise in M&A, Maxwell Healthcare Associates offers a thorough Seller Agency Health Check, focusing on **Clinical**, **Financial**, **Operational**, and **Technological** aspects. Our evaluation ensures your agency is optimized, addressing potential issues before they become deal breakers, and is positioned to command the highest value in the market.

Organizational Structure & Employee Insights

- **Employee Analysis:** Review employee lists, labor details, position statuses, and turnover rates.
- **Organizational Charts & Benefits:** Evaluate management structures & employee benefits to identify improvements.

Clinical Quality Assurance & Regulatory Compliance

- **Chart Audits:** Conduct thorough audits to ensure compliance with care planning and discharge processes.
- **Quality Assurance & Metrics:** Analyze QAPI processes, Star Ratings, and diagnosis data to enhance care quality.
- **Accreditation & Compliance:** Assess survey results to ensure adherence to state, federal, and MCO guidelines.

Financial Overview

- **Billing & Claims Analysis:** Review billing processes for efficiency and reimbursement optimization.
- **Operational & Financial Reporting:** Provide insights into financial stability and operational performance.

Market Positioning

- **Market Analysis:** Evaluate competitive environment and market share.
- **Strategic Analysis:** Identify growth opportunities and referral sources.

IT & Data Security

- **IT Infrastructure:** Assess alignment of organizational structure with IT infrastructure, governance, & security policies.
- **Data Security:** Review data management and encryption practices to safeguard sensitive information.

READY TO MAXIMIZE THE VALUE OF YOUR AGENCY?

Contact us today to schedule your Seller Agency Health Check
and take the first step toward a successful sale.



People. Process. Technology.

