



How to Buy and Sell Assisted Living Facilities:

A Seminar Brought to You by Senior Care Realty and Arizona ALFA

Assisted living facilities are unlike any other type of real estate, and so is buying and selling them. This interactive seminar will cover the buying and selling process from start to finish from the perspective of both buyer and seller. Case studies from actual deals will be used to demonstrate the pitfalls to avoid when buying or selling. Learn how to grow your business, and how to retire profitably from your business. You can't afford to miss this event.

Wednesday, January 27, 2010

The Scottsdale Plaza Resort

7200 N. Scottsdale Rd.

Seminar Hours:

Registration starts at 8:30AM. The seminar will be held 9:00AM–12:00PM. Refreshments and snacks will be served.

Who Should Attend:

- Buyers interested in buying an assisted living home
- Sellers who are looking to sell their assisted living home
- Developers looking to develop an assisted living home
- All other individuals interested in assisted living homes

Seminar Content:

- Why buy or sell – hear some reasons you may not have considered
- How to prepare for selling your facility
- How to determine a fair price
- What to expect when selling
- When to notify staff, residents, and the State of change of ownership
- How to “hand-off” the operations
- How to plan a smooth transition of ownership
- What to include in a purchase / sale agreement
- How to conduct due diligence when buying
- When and how to apply for the new license
- How to finance your purchase
- What to expect at closing
- Who needs to be involved
- What happens after closing
- Bonus material: Developing an assisted living facility rather than buying

Presenters:

- **Mike Collins, CPA, Senior Care Realty** – Mike has been involved in assisted living since 1988, first as a developer and operator for more than 10 years and now as a broker and consultant. Mike has sold two assisted living companies that he helped to create and in the last several years has helped many other assisted living providers reach their goals when buying or selling facilities. Mike has been a member of the Wisconsin Assisted Living Association since 1995 and served as its president from 1998 – 2000.
- **Daren Dudgeon, Senior Care Realty** – Daren is a licensed real estate broker with five years experience helping buyers and sellers of assisted living facilities.
- **Kerri Ciesielski, Senior Care Realty** – Kerri is an Independent Affiliate with Senior Care Realty and has been active in the real estate market in Arizona since 2006. She has been involved in several residential, land, commercial and senior care transactions.

How to Buy and Sell Assisted Living Facilities: *Registration Form*

Workshop Cost:

Arizona ALFA Members-\$50

Non-Members-\$75

REGISTRANT NAME 1 *(as it will appear on certificate)*

REGISTRANT NAME 2 *(as it will appear on certificate)*

REGISTRANT NAME 3 *(as it will appear on certificate)*

Business Name

Business Address

City

State

Zip

Phone

Fax

Email *(for confirmation)*

METHOD OF PAYMENT: Check Enclosed MC VISA AMEX**TOTAL DUE: \$** _____

CC Number

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Fax Form to: 602-322-0118 ❖ Mail Form to: Arizona ALFA 333 E. Virginia Ave., Suite 106 Phoenix, AZ 85004

Confirmation and Cancellation:

Confirmation of registration will be sent via email within 3 business days of receipt. If an email cannot be sent, a fax or mail confirmation will be sent. If you do not receive a confirmation within 5 days of the workshop, please call 602-322-0100 to verify registration. No refunds will be made after January 22, 2010. Please note if you register and do not attend, you will be liable for full payment. For questions on the educational content of this workshop contact Tammy Knudtson, Senior Care Realty, at 877-834-4175 or by email: tammy@seniorcarerealty.com

Seminar brought to you by:

