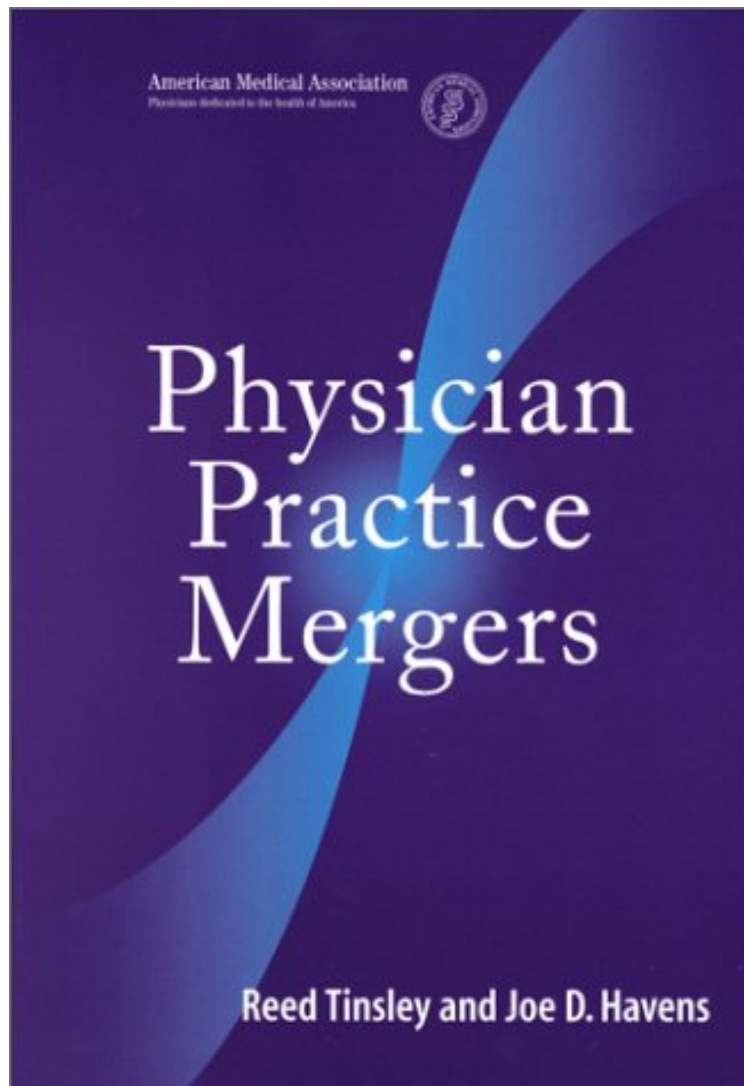


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## Physician Practice Mergers

*Reed Tinsley, Joe D. Havens*

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**Reed Tinsley, Joe D. Havens : Physician Practice Mergers** before purchasing it in order to gage whether or not it would be worth my time, and all praised Physician Practice Mergers:

The benefits of a successful practice merger are obvious. But done in correctly or unwisely, mergers often unravel, ending with a breakup of the group or with one or more doctors leaving. Just as important as having a merger go smoothly is knowing when not to merger. Practices may be too far apart in their values and ways of working to ever

successfully combine into a single group.

From the Back Cover Merging physician practices can be advantageous, leading to expanded services, increased efficiencies, and reduced administrative burdens. However, when handled incorrectly, a merger can result in physician turnover or even a practice breakup. Physician Practice Mergers provides expert guidance on merging medical practices, as well as how and when a merger should be accomplished. This book covers: -Advantages and disadvantages of consolidation -Tax ramifications and regulatory issues of mergers -Strategies for designing an effective merger and timeline for the process -Phases of consolidation, with a detailed understanding of each step Tested strategies and tactics will help practice management professionals, CPAs, consultants, and others involved in this leadership decision. The book also includes useful forms and checklists to help management and staff during the consolidation process.