

MR HomeCare Agency
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Q&A on HomeCare Agency License for Sale

We truly appreciate you taking interest in our Home Care Agency License listing and want to provide you with answers to your questions, along with some additional information usually asked by other Buyers.

These answers should enable you to present us with a qualified offer of the purchase price.

Q1. Who we are:

We are a healthcare attorney owned nationwide business development firm, specializing in Government issued licensures and certifications within healthcare industry since 1996.

Q2. What exactly are we selling?

We are offering you a purchase of "shell" homecare agency, enabled to operate in the State/ City of your interest from staffing and licensing compliance standpoint. The agency is not a franchise, and 100% of the ownership and proceeds shall remain with you. The company was never operated and has no past history.

Q3. Why should I consider purchasing the Operational License from you?

The process of getting prerequisite Governmental approvals is highly complex and lengthy.

State Department of Health mandates for numerous elements of compliance to be met, which requires an applicant to spend significant money in hiring attorneys, accountants, clinical staff, as well as compiling Policies and Procedures Manual (PPM) and maintaining space while the application is pending.

PPM alone consists of a few hundred various clinical and administrative forms, each one compiled to meet a specific guideline, then reviewed and commented on by Department of Health and adjusted accordingly.

Recruitment and then maintaining administrative and clinical personnel is yet another hurdle required in order to have the License issued.

We have multiple RNs, PTs, OTs, SWs, HHAs recruited and "on record" with the agency, available for either "per diem" ("pay per visit"; most challenging to find clinical personnel for this type of arrangement) and/or full time positions. Should you employ a recruitment firm, this effort would accumulate a very sizable expense.

Overall licensure processing time being anywhere from 1 to 3 years (depending on a State and assuming successful submission of the 1st draft) there's some value in the finished "product" indeed.

Q4. Is the Agency currently operating and accepting patients?

All of our Agency Licenses are fully staffed non operational, compliant setups only, ready to initiate operations immediate after the purchase occurs.

Q5. You don't have an asking purchase price on your listing. Why is that and how much can I buy it for? Does it have to be paid upfront or is financing available?

The reason we do not list a purchase price is because we aim to supply you with value for your money, as you assess it to be worth.

We urge you to become an "educated consumer" by appraising the services of various legal and clinical professionals, along with hard costs and interim salaries required to procure the License.

You're to then assess the value of at least a year's worth time (more often up to three years) spent on the process and the fact that there will be no unpredictable delays and costs beyond original budgets and quotes.

Once done, all we ask for is to obtain a good faith offer from you.

You will always know whether your offer is within acceptable benchmarks, allowing for the costs we have incurred to be met.

Regardless of what your offer is, we will never be "insulted", and will gladly discuss further options with you.

As for financing, we are able to offer partial financing to qualified Buyers. Nonetheless, offers requiring no financing are preferred and will gain a "winning bid" over those for a slightly higher financed amount.

Q6. What payment types can I accept? What about Medicare and Medicaid/ MediCal?

The way our licenses are set up, you may readily accept various non Medicare revenue sources, private payments and certain private insurances.

In order to qualify for Medicare reimbursement, you need to attend to the first ten (10) patients via the clinical personnel we have recruited for you. Seven of those ten patients have to be under active care at the time of the survey.

Medicare surveyor needs to ascertain you could maintain a legitimate operation.

As all our agencies are anchored by a highly competent Administrators and/or Directors of Patient Services, this process should be very smooth. Our recruited administrator is capable of immediately procuring these first ten patients.

Q7. Who are my competitors?

As this is a Medical Model Homecare License, you are not to be competing with any of the non medical model providers and that's the majority of agencies out there. Those can neither provide services you could, nor get reimbursed by any insurances and Medicare or Medicaid/Cal.

Q8. What services can the Agency provide under the license?

We have aimed to set up an agency with capacity for a comprehensive plan of care.

Therefore, entirety of expected homecare services are usually included, as follows: Nursing, Home Health Aid, Homemaker, Physical Therapist, Occupational Therapist, Speech Therapist, Social Worker, Nutritionist. Additional services may be added on your behalf.

Q9. Is there an existing location for the Agency and can it be relocated?

Current location is at the heart of the City, within a highly economical, corporate suites setup.

Minimal space requirements have been met, costing the agency in a range of \$700 to \$1,000 per month, including receptionist and shared conference room, along with all the utilities (gas, electric) and communications (phones, web). Relocation remains an available option.

Once again, thank you very much for your interest in the License.

We wish you luck with your decision to enter an exciting and lucrative field of medical homecare, as well as all your other life endeavors!

We sincerely hope these answers have enabled you to present us with a qualified offer of the purchase price. Looking forward to your proposals and bids!

Feel free to contact us @ 718.338.6300 or via email homecareagencypro@gmail.com

GENERAL INDUSTRY OVERVIEW :

Today, home care in the United States provides a valuable and diverse service to many families.

Homecare Offers a Variety of Choices

Homecare providers deliver a wide variety of health care and supportive services. These can range from professional nursing and home health aide services to physical, occupational, respiratory, and speech therapies. Providers may be for-profit, non-profit (VNAs), or hospital based.

Homecare services can be provided by:

- Companions
- Medical Social Workers
- Registered Nurses/Licensed Practical Nurses
- Family Caregivers
- Occupational Therapists
- Respiratory Therapists
- Home Health Aides
- Physical Therapists
- Speech Language Pathologists
- Homemakers/Chore Workers
- Physicians
- Volunteers

The alphabetized definitions below can help you learn more about homecare services:

Companions provide companionship and comfort to individuals who, for medical and/or safety reasons, may not be left at home alone. They may assist clients with household tasks, but primarily provide sitter services.

Home Health Aides assist patients with activities of daily living (ADLs) such as getting in and out of bed, walking, bathing, toileting, and dressing. Some aids have received additional training and are qualified to provide more complex services under the supervision of a nursing professional.

Homemaker and chore workers perform light household duties such as laundry, meal preparation, general housekeeping, and shopping. These services are directed at maintaining patient households rather than providing hand-on assistance with personal care.

Medical Social Workers evaluate the social and emotional factors affecting ill and disabled individuals and provide counseling. They may assist patients and their family members identify available community resources. Social workers also serve as case managers when patient's conditions are so complex that professionals need to assess medical and supportive needs and coordinate a variety of services.

Occupational Therapists (OTs) help individuals who have physical, developmental, social, or emotional problems that prevent them from performing the general activities of daily living (ADLs). They also instruct patients on using specialized rehabilitation techniques and equipment to improve function in basic household tasks such as eating, bathing, and dressing.

BASIC FACTS & PERTINENT DATA

As the population grays and lives longer, the demand for the care of the elderly has become a priority. According to the US Census Bureau, the number of older adults will continue to grow faster than any other age segment. As their numbers grow, their families require help caring for their special needs. However, the elderly have resisted entering institutions which means adult day services is poised perfectly to assist the elderly as they continue to live at home.

1. The elderly population is the fastest growing segment in the U.S.
2. The number of people over 65 years of age will grow to 53 million by 2020.
- 3. By the year 2010, one in five Americans will be over the age of 65.**
- 4. Average life expectancy has increased 15 years since the founding of the Social Security System in the 1930's.**
5. Nearly one out of every 4 U.S. households provides care to a relative or friend aged 50 or older.
6. About 15% of U.S. adults care for a seriously ill or disabled family member.
7. About 13.3 million people are spouses or adult children of disabled older people and have the potential responsibility for their care. Of these, about 85% are adult children.
8. 59% of the participants require assistance with two or more activities of daily living: eating, bathing, dressing, toileting or transferring; 41% require assistance in three or more areas.

Funding for senior services comes from participant fees, third party payers as well as public (Medicaid and Medicare) and philanthropic sources.