



## Is Integration the Right Choice For Your Practice?

TRG Health Care Solutions can help you make the best, most informed decisions to position your practice for future growth and financial success.

Alignment and integration decisions have become more critical than ever before. Like many leaders of physician practices concerned about the long-term viability of their business, you and your partners may be considering whether your practice should remain independent or align with another practice, hospital, or health system. TRG can help you evaluate this comprehensively and expeditiously – typically within 30 days.

## Do you know your Fair Market Value (FMV)?

You should be calculating your business valuation and FMV compensation limits internally prior to discussing them with your hospital or health system. Additionally, it is critical that you participate in the selection of the third party FMV firm in collaboration with your health system partner. **THESE FIRMS HAVE DIFFERENT VALUATION APPROACHES AND THEORIES THAT WILL IMPACT THE PURCHASE PRICE OF YOUR PRACTICE.** It is important that you be informed about these differences.

## Know All Your Options - Make Informed Decisions

TRG Health Care Solutions can quickly facilitate a process to objectively outline all of your alignment and partnership options. Based on a comprehensive assessment of your current financial position and the competitive environment, we will work with your practice to define strategies and develop action plans that will guide you to the best possible future.

For a decade we have refined a methodology and have successfully assisted clients to objectively evaluate their alignment alternatives. Our process is time-sensitive, objective, and driven by the criteria unique and important to your organization. Our process leads predictably to consensus around the best course of action among partners.

## Experienced Representation

We have represented numerous groups through this process, and in our experience physician practices that lead with integration terms fare much better than those that don't. Our success in helping physician practices align is informed by extensive experience in all facets of these transactions. TRG consultants are senior-level healthcare leaders who have firsthand experience with leading hospitals and physicians. Our team fosters new ways of thinking about maximizing value, relationships, strategic partners, market positioning, competition, governance, finance, and revenue generation.

*Build the Best Possible Future for your Practice  
You Owe it to Yourself*

Call TRG Healthcare

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