



Healthcare Professionals

SEK has over 50 years of experience offering financial consulting services for the healthcare industry. Our in-depth knowledge of the industry and its unique challenges gives us an opportunity to offer targeted services to our healthcare clients.

ACCOUNTING AND CONSULTING SERVICES

- New practices/new physicians
- Practice startup assistance
- Cost segregation study
- Financial model of cash needs
- Buy/sell agreements
- Income distribution formulas
- Entity selection and consulting
- Fee schedule development
- Budgeting for financing and to ensure appropriate capitalization
- Employment agreements
- Non-compete provisions

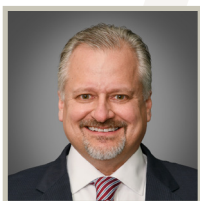
ANCILLARY SERVICE DEVELOPMENT

- Review of opportunities for ancillary services/departments
- Accounting and reporting revisions for ancillary divisions
- Cost/benefit analysis of proposed ancillary services
- Development of income distribution methodology for ancillary revenues

COMPENSATION/BENEFITS

- Design and implementation of incentive compensation programs
- Analysis of staff levels and responsibilities to propose recommendations for optimizing payroll costs
- Design and administration of employee benefit programs

HEALTHCARE PROFESSIONALS INDUSTRY TEAM LEADERS



Joel A. Flinchbaugh, CPA
Member of the Firm
717.243.9104
jflinchbaugh@sek.com



Kristi M. Glass, CPA
Member of the Firm
301.733.5020
kglass@sek.com

REVENUE OPTIMIZATION/COST CONTAINMENT

- Practice management and operations support
 - Assistance with set-up and recruiting
 - Practice performance reviews
 - Workflow improvements
- Billing and collections review
- Financial and statistical analysis, including benchmarking for industry/specialty comparisons
- Fee schedule analysis
- Analysis of practice costs, including comparison of practice expenses to industry averages

COMPLIANCE CONSULTING/FRAUD PREVENTION

- Assistance with compliance programs (HIPPA)
- Internal control review
- Fraud examination
- Litigation support services

WEALTH MAXIMIZATION

- Practice valuation
- Education funding planning
- Retirement planning
- Estate and gift planning

HOW OUR CLIENTS BENEFIT

- **Financial expertise** from advisors who are well-versed in tax law
- **Information you can understand** through reports tailored to your needs
- **Affiliations with national associations**, including the Healthcare Financial Management Association and Allinial Global's Healthcare Community of Practice