

# **Institute of Medical Business Advisors, Inc.**

*“where learning is a plus”*

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## **Dear Physician Executive**

If you are a mature practitioner adding an associate - just starting out - or considering the sale, merger or other profit augmentation strategy for your medical practice or dental clinic - or even a personal financial plan and exit strategy for yourself - we welcome the opportunity to assist you.

As a doctor or CXO, you understand how the healthcare industrial complex is in flux as medical professionals seek ways to improve individual or corporate revenues because of managed care. Moreover, the largest transfer of wealth in US history is taking place as mature doctors sell their practice, or inherit parents' estates. Increasingly, the boundaries of traditional economics, medical practice management, and financial planning are blurring.

The *Institute* of Medical Business Advisors, Inc© is a leading firm specializing in healthcare econometric analysis with clients ranging from solo-practitioners, to surgery centers, outpatient clinics and emerging healthcare organizations. We are engaged by buyers and sellers to appraise, leverage or coordinate the sale of medical practices nationwide. Integrating business and tax planning, with investment, retirement and estate transition strategies is also embedded in our holistic professional approach. ([www.MedicalBusinessAdvisors.com](http://www.MedicalBusinessAdvisors.com)).

As a boutique firm that specializes strictly in the healthcare industry, we focus on "small-to-mid-market" practices like internal medicine, neurology, immunology, orthopedic surgery, podiatry, ophthalmology, oncology and radiology. We bring professional financial transaction services to these discrete segments, while simultaneously furnishing the healthcare industrial complex with critical sources of cognitive capital through our award winning white-papers, textbook publications, dictionaries, journal, on-line education and industry notoriety. We are in regular contact with hundreds of decision-makers, and have become a centralized source of corporate and personal financial planning information for physicians. And, we pride ourselves in applying both experiential and academically derived skills to assist clients in resolving complex matters. With offices in five states, we have guided \$100 million in client transactions since inception.

And so, if you would like to arrange an exploratory and confidential conversation regarding your specific situation, please call, fax or email us. We look forward to understanding your needs and providing knowledgeable, cost-effective and reasoned solutions to all healthcare providers.

Otherwise, we'll remain in touch along the way, to explore mutual health economic opportunities.

**Fraternally,**

*David Edward Marcinko*

**Dr. David Edward Marcinko; MBA, CMP™  
Managing Partner**



**“Providing New Era Healthcare Economic Solutions”**

**Ann Miller; RN – Executive Director**

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