# BREATHE NEW LIFE INTO YOUR MEDICAL PRACTICE



YOUR MEDICAL SERVICES

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Your Medical Services (YMS) is part of the portfolio of investments by Bettercare Capital Limited. Bettercare Capital was established in 2017 to invest in Healthcare Operations throughout Ireland.

Your Medical Services understands the everyday pressures of managing a successful Medical Practice. We also appreciate that at this stage in your career you may be thinking about reducing your weekly hours or retiring.

Your focus over the next few years should be in preparing for that important time in your life, in addition to the health and wellbeing of your patients. We know that the pressures of managing a business can impact on doing the things that are important to you.



# A SOLUTION FOR YOU

YMS offers you a tax efficient solution that comes with many additional benefits to you and your Practice. We propose to purchase the Practice from you at its market value and lease the building. Following the sale we ask that you continue to work for up to three years as the Clinical Lead for the Practice, on a generous salary and bonus incentive. During this period there may be an option for you to reduce your number of sessions per week to allow you more free time and there will be an option for you to continue practising after the 3 year period is completed.

YMS will take over the general management of the practice and oversee payroll, administration, recruitment, policy development etc. We will produce monthly accounts and meet with you at least bimonthly to discuss the financial performance and other matters relating the Practice.



# JOINING YOUR MEDICAL SERVICES

### BY JOINING THE TEAM AT YMS YOU CAN EXPECT:

- A personalised management approach from our experienced operations team
- A management team who put patients first
- Excellent support and personal development for staff
- Oversight of recruitment and HR matters to ensure we have the right staff in place
- Management of finances and monthly accounts
- A Business Plan for the Practice
- Bimonthly Management meetings with access to accounts
- Completion of payroll
- Clinical support from a network of other GPs
- Opportunities for the staff to specialise in areas they are interested in and that benefit the Practice
- [ Opportunities for the staff to progress within their career

You and Your Medical Services will become partners and the difference for you is that we will manage the business.



# YOUR MEDICAL SERVICE PROCESS

### **INITIAL CONTACT:**

If you read any information within this brochure that you feel may be of benefit to you, we encourage you reach out to us.

We would be delighted to arrange a meeting with you and the relevant people from your team to get to know each other and to allow you to find out how our funding and support could help you achieve your individual and specific long term business objectives. Prior to meeting it is normal practice for us to arrange short introductory call so that when we meet, we will have accurate and relevant information prepared for discussion.

## THE PROCESS:

Using our industry knowledge of your sector and our team's experience in investing in businesses just like yours, we have developed a streamlined and seamless process for Practice acquisition. This process has been hand crafted to ensure our decisions are made efficiently in order to deliver the agreed objectives and outcomes of all involved.

# THE YMS ACQUISITION PROCESS:

Initial phone call	Visit to Practice and questionnaire completed	Agreement to proceed further	
Preliminary offer made	Draft Budgets Prepared	Gathering of financial information	
Offer Agreed	Legal Team Instruction	Heads of Terms Prepared and Presented	
Funding Secured	Business Plan prepared and presented for funding	Acceptance of Heads of Teams	
Legal Documents Review	Acquisition Date Agreed	Staff informed in writing 4 weeks prior to sale	

# WORK WITH OUR EXPERIENCED TEAM TO CREATE POSITIVE CHANGE FOR YOU AND YOUR PRACTICE



RELEASE YOUR MONEY TIED UP IN YOUR PRACTICE



ELIMINATE THE STRESS OF PRACTICE **OWNERSHIP** 



A PERSONALISED **EMPLOYMENT AND** 



PROVIDING YOU WITH PRACTICE MANAGEMENT **APPROACH** 



ALLOWING YOU TO ATTRACT NEW **PARTNERS** 



GIVING YOU THE TIME TO FOCUS ON PATIENT CARE



**ENABLING YOU TO DEVELOP YOUR** PRACTICE



WITH CLINICAL SUPPORT FROM A NETWORK OF GPs



PRESENTING THE OPPORTUNITY TO CONSIDER RETIREMENT, LIABILITY FREE



YOUR MEDICAL SERVICES

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