

Part Seven - What is Your Health Business Worth? Buying, Selling and Increasing the Value of Any Health Business

In this 85 minute presentation Paul will share with you:

- Why most health businesses are worth nothing – is yours one of these?
- The 5 ways to value a business and the fundamental mistake most health business owners make when using these calculations
- The 5 words Paul's accountant said that sent him ballistic but is a lesson for all of us in business
- The number one factor that determines your sale price and the steps you can take to increase it
- How to spot a health business bargain but not become one
- The number one business mistake that will make your business largely worthless
- The six biggest deals breaker and price limiters that reduce the value of all health businesses
- The 5 biggest leasing mistakes and how to not get trapped

Paul Wright B.App.Sc (Physio) , Dip.Ed.(P.E.) Adv. Dip. (Business Management)

Since graduating as a Physiotherapist in 1990 Paul has opened, closed, sold and licensed multiple health clinics. In the process he has lectured to more than twenty thousand health professionals in many countries, won awards as a presenter and author, and developed a range of education programs sold around the world. Since selling his remaining health businesses for a great price Paul currently spends more time at home than his wife prefers, never misses a school event and spends his time working on his latest projects and helping his one on one coaching clients.

Other Paul Wright Programs and Opportunities include:

- Profit Club
- PhysioProfessor.com
- Business and Technical DVDs
- The Practice Acceleration Program
- One on One Health Business Coaching

To find out more go to www.HealthBusinessProfits.com
or www.PhysioProfessor.com

Physio Professor Pty Ltd
PO Box 574, Swansea, NSW
Australia 2281

www.HealthBusinessProfits.com

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**THE MILLION DOLLAR
HEALTH PROFESSIONAL**

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presented by

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