

— SALE & SUCCESSION READINESS

# Prepare your practice for retirement, succession or *a smoother sale.*

Confidential sale and succession preparation for owners considering retirement, transition or sale. We review what buyers look at first — operations, billing, PMS, compliance, technology and handover risk — then close the gaps before they become deal issues.

## What we review

SIX FOCUS AREAS

<p><b>01</b> <b>Operations &amp; Handover</b> Staff roles, key-person risk, undocumented processes and the practice-manager dependencies that complicate handover.</p>	<p><b>02</b> <b>Billing, Revenue &amp; Workflow</b> Claiming, billing health, recalls, appointment flow and the places revenue or efficiency may be quietly leaking.</p>	<p><b>03</b> <b>PMS &amp; Data Quality</b> Best Practice, MedicalDirector or Zedmed setup, data hygiene, templates and reporting buyers want confidence in.</p>
<p><b>04</b> <b>Accreditation &amp; Compliance</b> RACGP evidence, policies, asset registers, backup records and the documentation buyers commonly ask for first.</p>	<p><b>05</b> <b>Technology &amp; Cyber Risk</b> Servers, Microsoft 365, MFA, backups, internet, licences and hidden technology costs that may affect handover or buyer confidence.</p>	<p><b>06</b> <b>Buyer Due-Diligence Pack</b> A clean summary of operations, compliance, technology and integration position — built for buyer review.</p>

### WHY MEDLINK CONNECT

Built around the realities of *succession and sale.*

- ◆ **Practice-led**  
Combined practice-management, compliance, PMS and technology expertise — under one roof.
- ◆ **Confidential by default**  
Sale-readiness work runs in the background — your team doesn't need to know until you're ready.
- ◆ **The buyer's lens**  
We assess the clinic the way an acquirer's diligence team will — then help you address the issues before they do.
- ◆ **Transaction-ready**  
A clean handover can support smoother negotiation, fewer last-minute conditions and a more confident transition.

### HOW IT WORKS

Three steps to a *sale-ready* practice.

- 01 Sale Readiness Review**  
Confidential walk-through of operations, billing, PMS, compliance and technology — the buyer's lens. Fixed fee.
- 02 Tailored uplift plan**  
A prioritised list of fixes with fixed-fee quotes — you decide what to action and what to disclose.
- 03 Buyer Due-Diligence Pack**  
A clean summary of your operational, clinical-system, compliance and technology position — reducing buyer uncertainty.

PRICING

*Quoted to suit each clinic*

## Ready to make your clinic *easier to buy?*

Start with a no-obligation, confidential conversation about where your practice stands — and what may lift buyer confidence and reduce handover friction.

CALL

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