

Due Diligence

Mergers and Acquisitions

Due Diligence Elements

Organization in Good Standing

Material Contracts, Litigation and Others

Strategic Vision;
Mission; Vision and Values

Licenses and Permits

Financial Information

Employees
and Employee Benefits

Organization in Good Standing

Contracts, Litigation and

Ability to Add Value

Business Appetite for Growth and Affiliation

Licenses and Permits

Financial In

Capabilities To Merge and Integrate

Organization and Good Standing

Strategic Vision
Mission
Vision
Values

- Articles of Incorporation
- Bylaws and Amendments
- Certificate of Good Standing from Secretary of State
- Active Status Report from Pennsylvania
- Location / States with Business Operations

Financial Information

Strategic Vision
Mission
Vision
Values

- Financial Audits - Three Years
- Projections for Capital Budget
- Inventory, Fixed Assets, Real Estate Deeds to include Liens
- Accounts Payable, Receivable, GL, etc.
- Any Tax Assessments or “PILOT” payments

Licenses and Permits

Strategic Vision
Mission
Vision
Values

- Gov't. Licenses or Permits
- Licensure Survey Reports
- Status of Each License and Corresponding Payer Contract

Material Contracts, Litigation and Other

Strategic Vision
Mission
Vision
Values

- Pending Litigation
- Insurance Policies
- Officer Contracts
- Corporate Guarantees,
Collateral Pledge
- Bank Financing, Line of Credit
- Marketing and Supply
Agreements

Employees and Employee Benefits

Strategic Vision
Mission
Vision
Values

- List All employees and status
- Salaries, bonuses and wage structure, severance paid
- Personnel Handbook
- Benefit Plans and Obligations
- Non-Compete Agreement
- Collective Bargaining Agreement
- Employee Concerns: wrongful term., discrimination, etc.

TRUST YOUR GUT INSTINCTS

Trust your internal senses ...
follow your instincts and innate
wisdom ...

They are real and they count.

Read your surroundings and
the environment.



Thank You

