

# Preparing to Sell Your Behavioral Health Program and What to Expect in the Process

**Date:** Wednesday, February 19, 2020

**Title:** Preparing to Sell Your Behavioral Health Program and What to Expect in the Process

**Time:** 1:00 pm – 2:00 pm PST

**Presenters:** Hillel Kamionski and [Harry Nelson](#)

With turbulent times comes tremendous opportunity to sell your business, package a roll-up, or to acquire a business for sale. For many, the past few years has been lucrative and owners may be interested in cashing in on all their hard work. For some, difficult financial times have forced the evaluation of the sale of the business. Either way, selling your behavioral health program can be complicated, frustrating, confusing, and tremendously rewarding in the end. Whether selling the operation, the assets, and/or the property this workshop will teach you how to prepare for the process, what to watch out for, what areas to avoid, what areas to concentrate on, and how to help the process go smoothly. There is a rule of thumb in the sale of a business: the deal will crash at least three times before success is achieved.

You can help improve those odds by learning about packaging your business and how to properly evaluate potential buyers. If you are thinking about selling, acquiring or merging your business, this workshop is for you.