

## [AVAG] – [35+ Year Well-Established Family Medical Practice with \$1 Mil+ Cash Flow]

Corporation Type: S-Corp Location: Tarrant County NAICS Code: 621111

The company is a 37-year-old family medical practice that has been a cornerstone in its community, serving a diverse range of patients and meeting their medical needs with utmost professionalism and compassion. This well-established practice prides itself on delivering top-quality medical care with a focus on preventive wellness. With a dedicated team of experienced doctors, nurses, and staff, the company strives to ensure the well-being and satisfaction of every individual who walks through its doors. Offering a wide extent of medical services and maintaining extensive hours of availability, the practice has built an excellent reputation for outstanding service. One of the key highlights of this family medical practice is its impressive financial performance. With cash flow expected to exceed \$1 million in 2023 and an average gross revenue of \$3.6 million over the past four years, the company has demonstrated consistent profitability and financial stability. Its strong referral and repeat business, accounting for 90%-95% of its total clientele, further attest to the trust and value placed in its services. Guided by well-defined systems and processes and supported by a highly trained staff with low employee turnover, this turnkey operation represents a beacon of medical excellence within its community.

**ASKING**  
**\$3,650,000**

### Top Details/Business Activity

- **Business Model:** Family Medical Practice
- **Longevity:** With 37 years in business, the practice has a proven track record, showcasing stability and experience.
- **Revenues and Cash Flow:** A stable revenue stream of \$3.6 million averaged over four years and strong cash flow in 2023 indicates financial health.
- **Client Acquisition:** With 90-95% of the business coming from referrals and repeat customers, the practice seems to have a strong client base that trusts and values its services.
- **Workforce:** Low employee turnover and highly trained staff reflect a positive work environment and efficiency in operations.
- **Brand:** The excellent reputation for service signals a well-established brand presence.
- **Turnkey Operations:** Defined systems and processes make it easier for a new owner to take over without overhauling the entire business structure.

### Strengths

- **Service & Willingness to Adapt to Market:** This strength showcases flexibility and the ability to adjust to market trends, which is vital in the ever-changing healthcare industry. Has led to client loyalty and the ability to stay ahead and quickly respond to industry changes.
- **Top Quality Medical Care:** Signifies a commitment to the highest standards of patient care. Enhancing reputation, encouraging referrals, and contributing to higher patient retention rates.
- **Focus on Preventive Wellness:** Emphasizes a proactive approach to health, rather than just treating illness. Attracting a segment of the market interested in maintaining health and wellness, leading to a broader client base.
- **Wide Extent of Medical Services:** Offering a broad range of services has made the practice a one-stop solution for many patients' needs. Enhancing convenience for patients and increasing overall revenue by providing multiple services under one roof.
- **Extensive Hours of Availability:** By being available outside regular business hours, the practice has attracted patients who need flexibility due to their schedules. Leading to increased patient numbers and satisfaction by accommodating various schedules.
- **Location:** The practice is situated in a convenient and accessible location, enhancing accessibility and convenience for patients, allowing them to attract more local clientele.

### Weaknesses

- Limited Space
- Limited Storage
- Outdated Furnishings
- Limited Parking Space

### Reason for selling:

- Retirement

### Key Indicators (Cash Basis):

Year (Financial Year End: 12/31)	2023 Normalized \$'000	2022 \$'000	2021 \$'000	2020 \$'000	2019 \$'000
<b>Revenue</b>	\$3,721	\$3,317	\$3,396	\$4,134	\$3,724
<b>EBITDA*</b>	\$1,054	\$625	\$845	\$1,428	\$1,175

\*Profit before interest, tax, depreciation, amortization (non-cash items) including owner salary, one-time and discretionary expenses.

#### Included in offering:

- Assets: \$50,000
  - Digital X-Ray Machine
  - Diagnostic Machines
  - Operating/Exam Tables
  - Computers
  - Electronic Medical Record (EMR) System

#### Business Days and Hours

- Monday – Wednesday: 8:30 am to 5:30 pm
- Friday: 8:30 am to 5:30 pm
- Thursday: 8:30 am to 12:00 pm
- Saturday: 8:30 am to 12:00 pm
- Sunday: Closed

#### Support and Training

- The Owner genuinely desires an effective business transition with seamless customer service through to the buyer. They will train a buyer for 30 days. An additional consulting contract can be obtained.

#### Next Steps

- In order for us to release the Confidential Information Memorandum, complete the Non-Disclosure Agreement and Buyer Profile and return to:

**Alex Vantarakis, President**  
[alex@thevantgroup.com](mailto:alex@thevantgroup.com)  
 972.458.8989 ext. 102



# CORPORATE/INVESTMENT GROUP CONFIDENTIALITY AGREEMENT

## 35+ Year Well-Established Family Medical Practice with \$1 Mil+ Cash Flow Sale Price & Down Payment: \$3,650,000

1. For good and valuable consideration, the receipt and sufficiency of which are acknowledged, the undersigned ("The Recipient") enters into this Confidentiality Agreement with The Vant Group, Inc., a Texas corporation ("the Broker") and for the benefit of the Broker's client (the "Company") that shall be identified by the information disclosed under this Confidentiality Agreement.
2. The Broker has attached hereto or has provided or may subsequently provide to the Recipient in connection herewith certain technical, financial, and/or business information (collectively the "Information") regarding the Company (as above designated) to facilitate an evaluation by the Recipient whether to acquire the Company or stock or assets thereof. The Recipient acknowledges that the Information is highly confidential and proprietary to the Company.
3. The Recipient shall not at any time, without prior written consent of the Company, furnish, copy, reproduce or distribute, in whole or in part, directly or indirectly, the Information to anyone, except Recipient's financial advisors, investors, tax advisors and attorneys, who may be furnished with the Information for the sole purpose of advising the Recipient as to the structure of any proposed purchase of the Company (or its stock or assets), and it will keep permanently confidential the Information and will use the Information only for the purpose set forth above. The Recipient shall be under no obligation to maintain as confidential any information which (a) Recipient can show by legally sufficient written evidence was in its possession prior to disclosure by the Broker and/or the Company; or (b) becomes generally available to the public in tangible form other than by acts or omissions of Recipient; or (c) is lawfully obtained from a third party. The Recipient shall not contact the Company to discuss the sale or purchase of the Company or the Information without prior written consent of the Broker.
4. The Recipient hereby indemnifies and holds harmless the Broker, and its agents, representatives, employees and attorneys, from and against any and all claims, liabilities, actions, causes of action and damages, arising from or relating to any injury or loss arising out of, from, or attributed to the transactions or matters subject hereof, or the actions, omissions, wrongful conduct or other breach of this Confidentiality Agreement by Recipient, which indemnification shall include, without limitation, reimbursement of attorney's fees and expenses incurred by the Broker in connection herewith.
5. The Recipient shall not enter into any agreement for the purchase of the Company or its stock or assets unless said agreement contains a provision wherein the parties thereto acknowledge that the Broker is the procuring cause of such agreement and the Broker is entitled to a broker's commission as agreed upon by the Company and the Broker.
6. While the Information is believed to be accurate, it is subject to change, error or withdrawal of offering, without notice. The Company and the Broker expressly disclaim any and all liability for representations or warranties, expressed or implied, contained in the Information, or, for omissions from it. The Company reserves the right to require the return of the Information at any time.
7. A facsimile transmission of this document is legal and binding.
8. The Recipient warrants that the undersigned is a duly authorized by the Recipient to enter into binding legal contracts on its behalf.
9. This Agreement contains the entire agreement between the parties hereto with regard to the subject matter hereof. If one or more of the provisions contained herein shall be held to be invalid, illegal or unenforceable, the balance of this Agreement shall remain in full force and effect. This Agreement shall be binding upon the parties' heirs, successors and assigns, where permitted. This Agreement may not be assigned by the Recipient without the prior written consent of the Broker. No ambiguity herein shall be resolved presumptively against any party. This Agreement shall be construed in accordance with the laws of the State of Texas, and the obligations of the parties are performable in Dallas, County, State of Texas, where venue shall lie for any actions brought hereunder.

### RECIPIENT:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Street

\_\_\_\_\_  
Signature

\_\_\_\_\_  
City State Zip

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Phone

Date: \_\_\_\_\_

\_\_\_\_\_  
Fax