

CHECKLIST 1: Reimbursement Issues in Medical Practice and Healthcare Valuation	YES	NO
<i>[Checklist main statement]:</i>		
Have you considered the contribution of margins from technical component services?	<input type="radio"/>	<input type="radio"/>
Have you reviewed the impact of the shift from defined benefits to defined contribution?	<input type="radio"/>	<input type="radio"/>
Have you considered the importance of physician supply?	<input type="radio"/>	<input type="radio"/>
Have you relied on historic reimbursement data?	<input type="radio"/>	<input type="radio"/>
Have you assumed that the federal government reimbursement (Medicare) will always increase?	<input type="radio"/>	<input type="radio"/>
Have you looked at state reimbursement (Medicaid) practices?	<input type="radio"/>	<input type="radio"/>
Have you considered the payor mix?	<input type="radio"/>	<input type="radio"/>
Have you examined Incurred But Not Reported (IBNR) liabilities in capitated contracts?	<input type="radio"/>	<input type="radio"/>

CHECKLIST 2: Regulatory Issues in Medical Practice and Healthcare Valuation	YES	NO
<i>[Checklist main statement]:</i>		
Have you underestimated the risk of regulatory change (e.g. specialty hospital moratorium)?	<input type="radio"/>	<input type="radio"/>
Have you assumed that the regulatory environment of the healthcare industry to remain the same?	<input type="radio"/>	<input type="radio"/>
Have you fully assessed the implication of regulations on competition?	<input type="radio"/>	<input type="radio"/>
Have you reviewed both federal and state regulations?	<input type="radio"/>	<input type="radio"/>
Have you assessed the regulations affecting the subject entity and competitors?	<input type="radio"/>	<input type="radio"/>
Have you considered regulatory barriers to entry, e.g. certificate of need?	<input type="radio"/>	<input type="radio"/>
Have you assessed the costs of regulatory mandates, e.g. HIPAA, CLIA, OSHA?	<input type="radio"/>	<input type="radio"/>
Have you taken into account the significant costs associated with the movement to electronic medical records systems?	<input type="radio"/>	<input type="radio"/>

CHECKLIST 3: Typical Pre-Engagement Steps in a Medical Practice or Healthcare Business Valuation Process	YES	NO
<i>[Checklist main statement]:</i>		
Pre-Engagement: Have you determined if there is a conflict of interest before signing the agreement?	<input type="radio"/>	<input type="radio"/>
Have you provided the appraiser with your detailed description of the appraisal subject including the specific definition and description of the entity and the specific definition and description of the type and size of the entity?	<input type="radio"/>	<input type="radio"/>
Project Parameters: Have you worked with the appraiser to determine the amount of time required to complete the assignment?	<input type="radio"/>	<input type="radio"/>
Has the appraiser developed and discussed with you a list of assumptions and limited conditions that are expected to be part of the report?	<input type="radio"/>	<input type="radio"/>
Engagement Fees and Agreement: Has the appraiser developed a budget to estimate the required chargeable hours and fees?	<input type="radio"/>	<input type="radio"/>
Has the appraiser submitted a proposal letter and engagement agreement which includes consultant and client responsibilities, a schedule of professional fees, a retainer, and a expense requirements?	<input type="radio"/>	<input type="radio"/>

CHECKLIST 4: Typical Steps During the Medical Practice Valuation Process	YES	NO
<i>[Checklist main statement]:</i>		
Has the appraiser given you a detailed work program include an appraisal staff assignment and identified the project milestones?	<input type="radio"/>	<input type="radio"/>
Does the general industry research collected include information relative to economic, demographic, industry, competition, healthcare industry and medical specialty trends?	<input type="radio"/>	<input type="radio"/>
During the analysis of the data that was gathered, did the appraiser conduct a thorough financial analysis, assessment of risk, and forecasting of future performance?	<input type="radio"/>	<input type="radio"/>
Did the appraiser explain the selection of valuation methods depending on factors such as; the purpose of the valuation report, the availability of data for each method, and the specific characteristics of the subject entity?	<input type="radio"/>	<input type="radio"/>
Did the appraiser communicate the valuation process and provide a discussion draft of the report?	<input type="radio"/>	<input type="radio"/>
Did the appraiser complete the engagement within a reasonable time frame once all of the required data was received?	<input type="radio"/>	<input type="radio"/>