

Provider Exit Program

In response to the Department of Health establishing a \$48.7M Business Improvement Fund Grant for residential aged care, Pride Living has developed the Provider Exit Program to help pursue an exit through either a merger or sale.

Pride Living has assisted a number of Providers, both 'For-Profit' and 'For Purpose', to secure the future provision of aged care to their communities through the right exit strategy.

Experience tells us there can be considerable inertia that prevents governing bodies from pursuing an exit strategy. There is uncertainty as to the outcome, considerable time, cost and resources consumed in achieving a positive outcome. Quite often, it also includes a sense of failure associated with a decision to exit.

At Pride Living, we understand these issues and will work closely with you to develop and execute your exit strategy with confidence.

New Grant removes the financial risk

There is no certainty of success when a smaller Provider embarks on an exit strategy and Grant funding is a welcome initiative for Providers unable to develop sustainable business models.

We are **licenced business brokers** and have the **experience, connections, technology** and **track record** you can rely on to get the best outcome for your organisation, residents, staff and community.

Pride Living – 7 step Provider exit approach

Pride Living offers a comprehensive Provider Exit Program. Under our seven-step approach, we provide a full suite of services to plan, manage and execute your exit strategy.



What one client said

"The journey has not been easy, the Board vacillated for some months as to the best strategy for the future. Bruce's advice and counsel during this process was invaluable. His deep aged care sector knowledge, financial acumen and realistic assessment of the situation gave the Board confidence to make a decision and proceed on the journey to find a successor to operate Fairview."

"Bruce and James managed the due diligence process which seemed insurmountable to our small community Board, they never felt alone. They provided counsel and support through the largest of organisational challenges until settlement was achieved."

"Fairview and the Moree community now have a leading quality provider of aged care and a secure future."

The cost of inaction

Sadly, some organisations are unable to make the decision to exit and pay the price. Inaction and liabilities of those organisations can make it impossible for an acquisition partner to be found. Facilities close, and the community loses a large employer and access to residential care for its older members.

Provider Exit Program Costs

For a fixed cost of
\$4,995,
we will assess a
Provider's position
and suitability for exit,
and help apply for
the Grant to meet
the costs of a sale
or merger.

Next steps

We understand that handing the future of residential care in your community to a new Provider is a very significant decision. Let Pride Living relieve the anxiety and provide you with the answers you seek in considering this option.

Call and speak to one of our specialists, before it is too late.



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