

Business Formation Questionnaire

Health Care Businesses

Business Planning

Do you have a business plan?

Do you have a name for the organization?

Do you know where the business will be located (for services and administrative offices if different)?

Ownership

How many business owners (principals) will there be?

Will you borrow start-up money from anyone who is not going to be an owner/principal?

Will you have owners or investors in the company who are not licensed practitioners?

Are any of the owners/investors physicians or are they related to physicians who could potentially refer patients to the business?

Will the principals contribute their own assets to the business? If so, in what proportion?

How will profits be distributed to each principal (in what proportion)?

Will the owners reinvest their profits in the business or take distributions?

Management

Will you have employees?

Do any of the principals have other employment, other businesses, or other contracts that could have competing interests?

Will you do your own billing to Medicare and private payers or will you outsource it?

How will perform administrative duties? Will the administrative responsibilities be divided among the principals, will one principal manage the business or will you hire a manager?

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Financial Needs

Will you require a business startup loan?

Will you need a line of credit?

Will you rent or lease space?

Will the organization buy or acquire through contribution any real estate?

How much money will you have to invest in equipment and supplies?

Will the owners be paid a salary upon startup or be paid when reimbursement is received?

What is the expected yearly revenue or loss for the business:

-in the first year?

-in the second year?

-in the third year?

Service Provision

Do all licensed practitioners who will be starting the business have an individual NPI number?

Will you see Medicaid (MaineCare) patients?

Do any of the start-up practitioners already have individual provider contracts with private insurers?

Vision for growth

Do you envision offering other rehabilitation services?

Do you envision offering non-medical services, such as massage, fitness, or wellness services?

Do you envision opening other locations in the future?

Do you think you will sell the business in the future?