

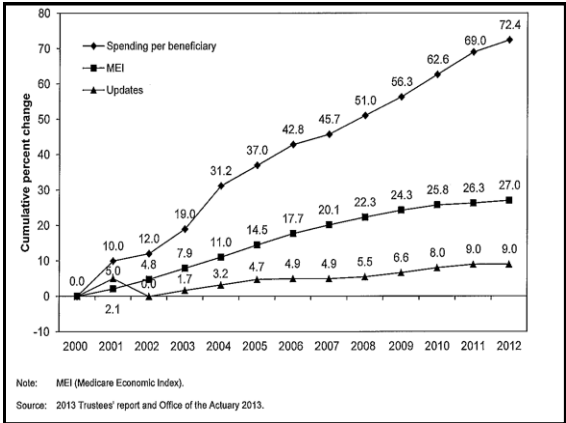
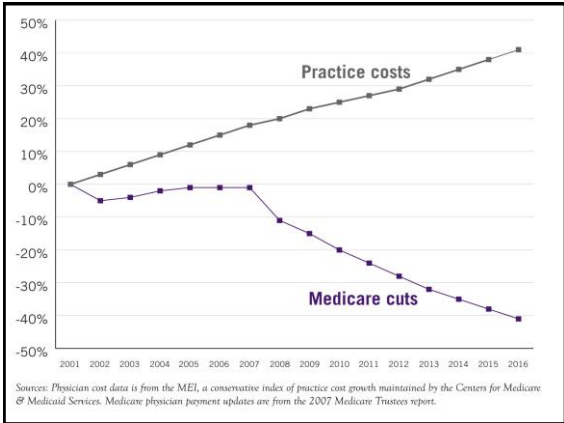


Rapid Assessment of Entrepreneurial Ventures

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2015 ACLM Annual Meeting – Las Vegas, NV
The Cosmopolitan Hotel
February 28, 2015



The Medical Economics

- The “Baby Boomer Effect” will increase healthcare demands in this country by 80% in the next 6 to 9 years
- The cost of running a medical practice is increasing 3X faster than Medicare is adjusting reimbursements to keep up with inflation
- Increases in medical revenue are actually due to increased patient volumes

To the Entrepreneur: Does your business make the world a better place?

Are you an Entrepreneur?



What Kind of Entrepreneur Are You?



Is There Market Validation for your Good or Service?

...and if so, who are your competitors?



Is There Technical Validation for your Good or Service?

...i.e., Can you actually do or accomplish what you say you're going to do or accomplish?



Is Your Business Scalable?

i.e., Can you deliver the same quality good or service to ten people as you can to ten thousand people, etc.?

War Stories...

- The investment banker and undercapitalization
- The retiring partner
- Purchasing a business from a retiring founder with potential health issues
- Purchasing a business from the widow of a deceased business owner



The Bottom Line



THE END

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