



## Strength in numbers or too much of a risk?

The only chance of surviving for some practices is to get bigger. Many are forming federations, but that is not always possible, or sufficient. Then it is time to consider merging.

Although more difficult, with greater risks, a successful merged entity is going to be stronger than a federation in most cases as it results in a single entity with aligned interests. However, avoiding the risks when joining together, is vital.

Here are some tips to consider when merging:

- Partners - look through the other practices' partnership deeds to see how they are organised compared with your practice.
- People - consider contracts, rates of pay, holiday entitlements and management records. What will their ongoing roles be in the merged practice?
- Profits - will drawings be the same or similar for the Partners of the practices?
- Property - who owns the property and what are the liabilities? How are they to be dealt with on merger?
- Capital - how much capital does each of the partners have in their practice?
- Debts - is there a mortgage on the property or other large debts to manage?
- Contract - GMS/PMS contracts may not be possible, or too great a risk, to merge.
- IT - are you on the same system? If not, how will records be integrated?

If merger is on your radar, consider the risks and go through our useful questionnaire to start you on your way. For specific guidance on this and other legal issues please contact our healthcare team:



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