A note from the CEO

Preserving Your Legacy When Selling Your Care Home

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Article:

Selling a **Care Home**, **Nursing Home** or **Assisted Living** involves more than financial gain; it is about protecting your legacy. Ensuring the continuity of care standards and community reputation post-sale requires careful buyer selection. A mismatched buyer can quickly degrade standards, disrupt staff, and negatively impact resident wellbeing. Careful vetting of buyer's history, ethos, and management style is essential. Detailed operational handover documentation supports continuity, ensuring the incoming management clearly understands established procedures, policies, and values.

With CQC's increasingly stringent inspections, maintaining compliance standards post-sale is paramount. Selecting a buyer experienced in navigating regulatory demands ensures long-term stability and reputation. Owners who prioritise legacy alongside financial return achieve enduring community respect and lasting personal satisfaction, knowing their Care Home continues to deliver quality and compassion for their residents, staff and all those who have built and continue to foster the Care facility at hand (which is paramount to preserve years, sometimes decades of hard work).

Is there a viable and practical solution?

At Florence Legacy, we take pride in having successfully formulated **37 strategic exits** for Care Home, Nursing Home and Assisted Living facilities, each tailored precisely to meet the unique needs of each individual owner. Whether you're considering a straightforward sale, planning for retirement, transitioning your responsibilities, or seeking a smooth, stress-free exit, we are happy to help. We counsel our partners to begin planning **their strategic exit at least 3 years in advance**, but the more ideal timeframe is **5 to 7 years prior to retirement or stepping away**. Please reach out to us for a completely confidential conversation to discuss how we can support your next steps.

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