A note from the CEO

Beyond Traditional Sales; Creative & Strategic Exits

Mars Burke †, CEO
Florence Legacy LLP
† CEO@FlorenceLegacy.co.uk
www.FlorenceLegacy.co.uk

Article:

Traditional outright sales are **NOT** the only exit options for **Care Home**, **Nursing Home** and **Assisted Living** owners. Increasingly, creative alternatives provide flexible paths to retirement and legacy preservation. These strategies can optimise financial returns, maintain continuity of care, and address specific owner concerns.

One alternative is via the "***Seller's Note***", allowing the owner to provide partial financing to the buyer. This approach can offer advantageous tax implications, ongoing income streams, and the reassurance of gradual transition. Management buyouts (***MBO***s) are another attractive option, enabling the new leadership team (FLORENCE LEGACY) **start to** manage, but ultimately purchase the facility. This strategy ensures operational continuity, staff retention, and consistency in care standards. It also maintains the legacy and values of the original owners, enhancing everyone's satisfaction. ***Phased*** exits, where owners gradually reduce involvement over a defined period, offer another strategic approach. Such exits enable smoother transitions, reducing the disruption often associated with immediate departures. Owners benefit from optional suggestions which ensures the aid with the preservation of Care standards and regulatory compliance.

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.

Keywords**:** *selling care home, exiting care, preserving legacy, valuation, strategic exit, CQC*

