

Business Summary

This is an exciting and rare opportunity to own a successful and thriving mental health practice in Frederick County. It's a great opportunity for someone who loves and appreciates mental health wellness, understands the importance of counseling and therapeutic services, and doesn't want to wait years to watch a business grow from the ground up. This particular practice has built a reputation that has continually developed and refined itself over the years making it an established institution in its neighborhood and throughout the Frederick area.

This practice was established in June 2005 as a local mental health facility and has been in business for 6 years filling a service gap in the Frederick area. There is a great need for mental health services throughout this community, validated by the steady growth of patients, referrals, and income throughout the years. A large part of this success can be attributed to the clinicians' ability recognize the importance of the therapeutic relationship by providing a safe place for clients to open up, to explore new options, to remember their path, to question, to practice new behaviors and ways of communication, to grow, and to heal. Also, alliances with local primary care providers (PCP), insurers (including Blue Cross Blue Shield), Medicaid, and Tricare assure continual increases in referrals as well as a steady income.

The business has a practice management software suite and accounting software in place to streamline billing and collecting as well as practice management. This software is electronic medical record (EMR) ready and electronic prescribing ready. About 70% of clients require medication management and all processes are HIPPA compliant. All systems from taking an intake over the telephone to discharging a patient are in place and clinically appropriate. The workflow of the office has been streamlined and tested. There is a computer system in place complete with a server and 4 workstations. All systems can be expanded on at any time. At this time the lease rental contract is renewable every 6 months, allowing for moving and expansion if desired. However, the landlord is anxious for this business to sign a long-term lease. There is a good relationship with the Landlord, Nicholson, LLC. We treat people from a family based focus, including ages 3 to 103, and cultivating a culture of unconditional acceptance. Our clinicians are trained in trauma-, family-, couple-, play-, and behavior therapies. Currently the majority of its patients are referred for medication evaluation and management to outside providers making this is a unique and rare opportunity for a psychiatrist to begin practice with a valuable base within an established mental health practice.

The success and solidity of this business can be seen in many ways but some things that might be of particular interest are as follows:

- Last year almost 2,400 counseling sessions were provided
- Approximately two-thirds of the patients are taking psychotropic medications
- Approved provider for EAP clients
- A very inviting and user friendly web site
- Some counseling sessions can and have been conducted over the internet

The current owner is extremely happy with this practice and its success but is looking to sell the business as she will be unable to manage daily operations from her new residence in Germany. She was able to establish and grow this successful practice in just a few short years and is confident that a new owner will be able to continue this success and further grow and expand the business in many ways creating more opportunities to increase the revenue potential.