SPEAKING ENGAGEMENT

Growing Beyond Operations – An Introduction to Ancillaries | Alan E. Schabes

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Traditionally, SNFs have generated revenue through their direct patient care operations. Over the years, as margins from direct care shrink and the costs to provide services rise, some operators have looked at a variety of opportunities to produce financial growth - namely, cutting the costs of ancillary services; acquiring, starting up, or investing in these businesses; or pursuing joint venture opportunities. These ancillary services can be a challenging territory to traverse both operationally and legally.

This Q&A format educational conversation will visit how key ancillaries fit into SNF operations, the pros and cons of starting up, acquiring, or investing in them, and the key legal aspects of these alternatives.

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