



## Flexible Deal Structures

### Join our NVA community on YOUR terms

At NVA, we know that one size does not fit all. Your practice—like all the practices in our growing community of hospitals—is unique, with its own patients, team and culture. That's why when you decide you are ready to transition your practice, NVA has flexible options designed with one thing in mind—you. We will work with you to meet your individual goals, whether you want to pursue a joint venture, stay involved for a limited time or transition into retirement.

### Deal structures customized to your vision

NVA has the expertise and resources to customize a strategy that will meet your individual goals. We'll work with you to structure a deal that aligns with your vision while extending a form of consideration that works best for you.

We also have the resources to extend a wide range of offers, from a noncontingent all-cash offer to a joint venture with future opportunities that could include key staff members as minority owners.



**“We’re able to expand and invest in additional doctors and equipment—and we have access to specialists in areas that aren’t our expertise.”**

*- DR. WOLCHINSKY, DVM  
NVA partner since 2017*

### You have ownership options

When you partner with NVA, we will work to meet your individual needs.

#### Deal Structures

##### 100% Sale

Stay on and sell outright

##### Joint Venture

Partner with us for growth and flexibility for multiple partners with differing timelines

##### Asset or Stock Purchase

We're flexible based on best tax structure for you

#### Forms of Consideration

##### Payment Options

We pay you in various forms from cash to notes—we tailor to your term and timeline

#### Other Options

##### Local Buy-in Program

A financed buy-in for key staff, allowing minority stake purchase into practice

##### Real Estate

Sell or lease to us

## 100 Percent Sale

If you are looking to retire and ensure your practice is in good hands, NVA can purchase 100 percent of your business.

- This option is ideal for owners who are looking for a short transition period.
- We structure the payments for the sale of your hospital in a way that meets your financial needs.

## Joint ventures keep you in the game

Not quite ready to walk away? Join the NVA community, which includes many strategic joint ventures across North America.

- Ideal for practices with one or multiple partners with varying transition timelines.
- Allows the practice to retain local ownership.
- Facilitate associate buy-in at a later date.
- Transactions typically structured in a tax-deferred manner.

## Asset and Stock Purchase

The following options are available to sellers looking to tailor a deal according to their legal and tax business needs:

- Transfer your assets (medical equipment, building, etc.) to NVA.
- NVA can purchase all of the sellers' stock in the business.
- Structured sales of asset or stock are based on your company's type of legal entity.

## Your hospital, your team, your legacy

**When you partner with NVA, your practice keeps its individual identity—regardless of the arrangement you choose.**

We don't have standard protocols, product formularies or a medical director dictating how you practice medicine. We don't re-brand your practice. Each one of our 900-plus hospitals has its own culture and way of doing things. Your customers will never know there was an ownership change, and your employees will benefit from the added support to help them serve the animals they love.

We understand that you've put your heart and soul into your practice, and we know that choosing whether to join NVA is a personal decision. So when we discuss the options that best fit your needs, we honor your confidentiality and strive to earn your trust. We treat you with the utmost care — just like you treat the clients who put their faith in you.

## Answers to frequently asked questions

### Q. How would NVA influence the standards of care at my practice?

A. We trust veterinarians to know the best way to practice medicine in their local communities. NVA has a community of veterinarians and a medical advisory board to help advise, when needed.

### Q. Are my employees (and/or my family) going to keep their jobs?

A. We will work with you to establish an employment agreement for your team.

### Q. Can we keep our name and the culture of our hospital?

A. When your practice partners with NVA, your legacy and what you have built remains. We do not change your brand or culture, as that is what makes you great.

### Q. Will you buy my real estate?

A. Yes. NVA will consider buying your real estate or leasing the land from you. We can also assume long-term leases.

Let's talk.

888.767.7755 | [info@nva.com](mailto:info@nva.com) | [NVA.com](http://NVA.com)

