

# LarsonAllen LLP

## Company Description

LarsonAllen and ThirdAge have joined to provide you with a team of diverse professionals to guide you through today's increasingly complex senior living issues including accessing capital, creating operational excellence to fund current and future strategies, determining whether to renovate, replace, reposition, or divest of aging physical plants and responding quickly to consumer trends and changing reimbursement systems.

LarsonAllen is among the nation's largest health care practices, serving more than 4,800 provider clients in nearly every state, including over 1,800 senior living organizations. With approximately 1,400 people and more than 25 locations, we have a depth of talent, experience, and a national perspective.

This national scope and focus allows us to offer senior living organizations audit, tax and reimbursement services and specialized advisory services including strategic planning, operations and performance improvement, market research, marketing and sales consulting and executive search. It has also allowed us the opportunity to perform innovative senior living demand studies in various states to help providers estimate the future demand for institutional and home and community based senior living services.

**Geographic Area Served:** U.S. Only

**Segments Served:** SNF, AL, IL, CCRC

## 2010/2011 Product & Service Innovations

- **Strategic Capital Planning:** Creating a base capital model with identified key performance expectations, modeling key strategic initiatives/capital structure options and estimating the impact of each strategy on financial performance.
- **Revenue Cycle Improvement:** Optimizes revenues from third party sources while accelerating collections and cash flow.
- **Succession Planning:** A service designed to help owners who have invested the majority of their net worth in building a closely held enterprise as they plan for the next phase of the life cycle for both themselves and their companies.

## Suggested Consultative Discussions

- **Strategic Capital Planning – Performance Expectations, Tools, Capital Allocation and Access:** Limited availability and high cost of traditional capital sources has shifted the funding paradigm, making strategic capital planning paramount in today's environment.
- **Succession Planning – Risk Diversification, Transitions and Estate Planning:** It's time to consider next generation leadership, absentee ownership models, positioning for sales and personal risk diversification.
- **Key Conclusions About Transitions in LTC Over the Next 5 years:** As the need for SNF facilities declines on a population adjusted basis while consumer demand for services increases, it will be important to focus on strategic positioning, empirical strategies, capital planning and business diversification.



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