



William Hamilton, MBA, CVA

Manager

Will is an experienced healthcare valuation consultant, having worked with non-profit and for-profit hospitals and health systems, healthcare attorneys, and a wide variety of other healthcare organizations across the United States.

Will's experience includes:

- Conducting valuations of healthcare businesses including general acute care hospitals, specialty inpatient facilities, medical practices, surgery, imaging, dialysis, and cancer centers, home health/hospice, long-term care, pharmacies, ACOs, and healthcare information technology companies
- Appraising the fair market value of hospital-physician compensation arrangements and developing physician compensation models
- Assessing various service arrangements including MSAs and other management contracts, leasing, and shared services arrangements
- Performing intangible asset valuations including trademarks/trade names, covenants-not-to-compete, certificates of need, intellectual property, rights of first refusal and/or exclusive negotiation, and software
- Performing valuations of other various financial instruments such as options, warrants, convertible debt, forgiveness clauses, loan guarantees, and contingent liabilities
- Assisting clients with the deal-making process by developing assessments and creating analyses to represent multiple deal scenarios
- Providing a wide variety of litigation support services involving business ownership interests, lost profits, and lost compensation analyses for both plaintiffs and defendants

Will joined Veralon Partners after nine years of valuation experience, the majority of which was in healthcare.

Will is a certified valuation analyst (CVA) of the National Association of Certified Valuators and Analysts (NACVA), and was recognized as one of NACVA's 40 Under 40 valuation professional honorees in 2017. He has published several articles in Becker's, HFMA and Business Valuation Resources, and presented at meetings and webinars for national and regional organizations.

Will holds an MBA from the University of Arizona, and a BA from Washington & Lee University.

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