

Contini quoted in December 4 edition of TCIV's Behavioral Healthcare Executive



Monday, December 7, 2020

Christal Contini, Co-Chair of the McDonald Hopkins Mergers and Acquisitions Practice Group, was quoted in "TCIV: Providers Embracing Creative Solutions on Telehealth, Marketing, PPE Loans," a review of a December 4 presentation at the Treatment Center Investment & Valuation Retreat for which Contini was a panelist.

The review was published in Behavioral Healthcare Executive, the official news source of Treatment Center Investment & Valuation Retreat.

Senior editor Tom Valentino writes:

From an M&A perspective, Contini said embracing telehealth isn't currently being viewed as a sole reason for buyers to make an acquisition, but its use can be indicative of how a program interacts with its base generally and how well it keeps in touch with current and past patients. Demonstrating successful implementation of telehealth offerings also paints a clearer of how programs are capable of making use of tools that are becoming available in the industry.

"The things making treatment programs successful in the past are true today," Contini said. "Add this innovation piece to it, and it makes a program better not just generally, but as an acquisition target if the current owners have a succession plan or a liquidity event in their future."

Read the entire article by Valentino at [Behavioral Healthcare Executive on the TCIV website](#).



Christal L. Contini

Team member bio