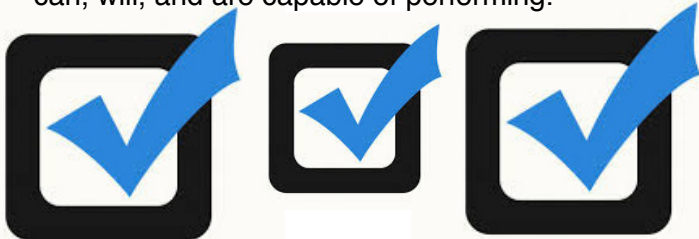


The 7 Do's and 5 Don'ts Of Selling Used Medical Imaging Equipment

DO

- Know who you are dealing with. If you aren't familiar with them, request references.
- Make sure you get a minimum of a 10% deposit upon your acceptance of any offer, and make it nonrefundable following inspection.
- Try to establish how the seller arrived at the offer amount: Is the offer based upon wishful thinking, outright speculation, an offer from some hypothetical customer, or informed and factually based decision making. (Hint: this could tell you volumes about the seller's true ability to follow through). Offers from brokers based on their customers' ability to perform are usually not reliable. Dealers who commit and take inventory are more reliable.
- Leave yourself at least 10 to 12 weeks from offer acceptance to targeted removal date.
- Use common sense. If an offer seems too good to be true, it probably is.
- Make sure the contract spells out all conditions and terms clearly. Ensure all reasonable eventualities are covered, including liability, failure to perform, etc. Submit it to the "what if" test.
- Deal with an organization you are convinced can, will, and are capable of performing.



DON'T

- Sign a contract or agreement without stipulating an immediate deposit (talk is cheap...).
- Do business with anyone you are not familiar with or who cannot or will not provide references. Ask them if they have ever defaulted on a transaction.
- Allow anyone to "shop" your equipment without a signed agreement. Often a system can become over exposed, actually reducing the ultimate selling price.
- Discuss trade-in value with a new equipment vendor until you have received their best "all cash" proposal on the new equipment. Then, and only then, discuss what cash amount they will give you for your old equipment. This will ensure you get an accurate assessment of your used equipment's value, with no hidden inflation on the back end. Vendors will increase the trade-in value of the equipment to make you believe you are getting a better deal, but this trade-in value is a disguised discount that you would get in any case.
- Get discouraged. Reputable dealers will treat this process with respect, and you will obtain fair value and good service.



Atlantis Worldwide Purchases Used Diagnostic Imaging Systems

At Atlantis Worldwide, we understand that sometimes the most difficult part of arranging your new equipment acquisition is deciding what to do with your existing system. Wouldn't it be nice if there were a reputable, knowledgeable source that would de-mystify the selling process, establish fair market value for your systems, work within your schedule, and then remove the equipment in a straightforward and trouble-free manner? Wouldn't it be great if, instead of dealing with uninformed speculators and insolvent brokers, you could be assured of a professional transaction with an ethical, proven market-maker who deals exclusively with diagnostic imaging systems?

Atlantis Worldwide would like the opportunity to discuss your requirements and to prove that our standard method of conducting business will exceed your most demanding expectations

Committed Purchasing and Reliability

Atlantis Worldwide has a strong history of working with hospitals, clinics, new equipment vendors and leasing companies to ensure that your concerns and deadlines are met. This means that we have a team of experienced professionals ready to remove your equipment with no interruption to your ongoing activities. We know the market and we consistently offer a fair value for your equipment.

No Confusion, No Worries

The process of equipment liquidation is fundamentally simple. You want to sell your system. We want to buy it. We can give you a historical cost basis for establishing the value of your equipment and then we will make you a reasonable, real world offer. We present you with a clear, concise contract spelling out exactly what we will do and what you can expect. Upon reaching an agreement, we send a deposit and perform an inspection. We will work with your facilities planner, develop a workable schedule and ensure a worry-free deinstallation. In other words, we pay you what your equipment is worth, and we tell you the truth. Sound remarkably simple? It really is.

More

For the most up to date information including information about current inventory

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Sensible Solutions for **Refurbished Radiology**

