Why a Financial Adviser is Critical When Transitioning into an INC Structure and how SAHBA is empowering medical professionals to do it right

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In the fast-paced world of private practice, many professionals reach a pivotal moment where transitioning into a more formal business structure — such as an

INC (Incorporated Company) — becomes essential for growth, risk mitigation, and long-term sustainability.

But here's the truth: transitioning into an INC is not just an admin step. It's a strategic business migration. And without the right guidance, it can lead to inefficiencies, missed opportunities, and unnecessary tax burdens.

SAHBA: Empowering the Medical Industry to Transition Smartly

The South African Health Business Academy (SAHBA) exists to support and equip healthcare professionals with the business knowledge and network needed to succeed in private practice. Through a trusted ecosystem of industry experts, including accountants, consultants, lawyers, and financial advisers, SAHBA connects practitioners with the tools, strategies, and services that ensure their businesses are not only compliant — but future-fit.

Dr Siki Mdletye, a psychiatrist and founder of newly formed Group, Solace Mind Care, is a perfect example of a professional leveraging SAHBA's ecosystem for a well-managed transition.

My Role as Financial Adviser: From Planning to Project Manager

Dr Siki first engaged with me to review her risk insurance and develop a solid investment strategy. But it soon became clear that she needed more than a product solution — she needed a coordinated, hands-on migration plan for her new INC.

The migration also included the professional financial support of Johan Riekert (APS and an associated Management Company (Manco) structure.

Key Components of a Successful Transition Project

Using a structured approach — ensures that every element of the business is migrated correctly. This includes:

- Banking realignment: Closing redundant accounts and opening the right ones for the INC and Manco.
- Expense categorization: Allocating costs correctly between the operational and management entities.
- Payroll restructuring: Ensuring tax-efficient salary drawdowns and reclassifying staff appropriately.
- Tax optimization: Capitalizing startup and brand-building costs into the business to preserve personal wealth.
- Admin systems: Training staff on document tracking systems like Haptoc for VAT and audit compliance.
- Oversight of external service providers: Ensuring accountants, admin staff, and consultants are performing their duties and delivering value.

All of this is done with one outcome in mind: strategic clarity and financial control.

Why You Can’t Afford to Go It Alone

Professionals are often left managing this transition themselves — juggling compliance, finance, and operations while still serving their patients. This is not sustainable.

That’s why SAHBA’s collaborative approach — connecting healthcare professionals with vetted experts — is so powerful. It ensures that every moving part is aligned, from tax and finance to branding and admin.

As a Financial Adviser who understands both the financial realities of private practice, I bring integration and strategic accountability to the table — ensuring each stakeholder does their job and that the business owner can focus on what they do best: serving patients and growing their impact.

Final Thought

A professional practice deserves a professional structure. And that structure needs to be built on clarity, strategy, and expert execution.

Thanks to SAHBA's support and the power of collaboration, Dr Siki’s transition is not just another company registration — it's a strategic business transformation.

If you’re a healthcare professional considering incorporation or restructuring, don’t go it alone. Partner with a Financial Adviser who can manage the project, coordinate your providers, and protect your financial future — just like we’re doing for Solace Mind Care.