

TUSK DSO Workshop

*Hands on Learning. Leverage Experience.
Execute on Growth.*

September 12 & 13, 2019 | San Francisco, CA

This is a workshop – not another lecture.

Haven't you attended enough of those by now?

Do you own or operate a group dental practice? Are you trying to focus on too many priorities? Are you struggling with executing on your growth plan? Do you feel like you can't break through to the next level?

We built this workshop for you.

- You'll participate and be actively involved
- You'll add new tools to your toolbox
- You'll build a Monday action plan for your return home

Your numbers. Your challenges. Our insights.

Details

Dates: September 12 & 13, 2019 • San Francisco, CA
Thursday 8 AM - 5 PM & Friday 8 AM - 3 PM

Location: The Westin St. Francis (Union Square)
335 Powell St, San Francisco, CA 94102
Room Block Here - Reservation Link

Cost

\$995/person (early)
\$1,095/person after June 1st

(Limited to TWO people per business)



Registration

<https://info.tusk-partners.com/workshop-san-francisco-2019>

Questions:

Perrin@TUSK-Partners.com (Perrin DesPortes, Partner at TUSK)



TUSK

www.TUSK-Partners.com

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Know Your Numbers

The metrics and KPIs you should be focused on

- Benchmarking and "line of sight" reporting
- Revenue standards and utilization rates
- Daily, weekly, monthly, quarterly – historical vs forward-looking

Growth Planning

Modeling and executing your strategy

- Acquisition vs start-up
- Metrics for success
- Avoiding failures of launch and/or integration

Centralization

Building a platform for scale

- When to do it and what roles?
- Contrasting investment vs increase in valuation
- Leveraging centralization to gain an edge in acquisitions

Accounting & Legal

Coordinating the structures behind your strategy

- Dashboards, chart of accounts and reporting metrics to live by
- The impact of legal structure on your flow of cash and accounting needs
- Mission critical items for your contracts

Cash Flow & Debt Leverage

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- Daily, weekly, monthly, quarterly – historical vs forward-looking

Equity

Where and when to use it in order to increase your value

- As currency for growth through acquisitions
- Attracting and retaining key associates
- At different levels of your legal structure (DSO, JV, PC, etc.)

Leadership

The who and the how behind extraordinary results

- Framework for creating and sustaining results
- When and how to recruit non-clinical executives
- Salary ranges, roles and responsibilities

NOTE: Due to the format of this workshop, we are limiting the event to 100 people total and requesting that only TWO PEOPLE per business attend.



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