

## **Full Day Deep Dive**

### **8:00 Backgrounds, Historical Overview & Context (Business Plan review)**

- Help us understand what got you to this point...
- Where are you now? What's your plan on where you want to go?

### **8:45 Setting Objectives + Defining Deliverables for the Day Together**

- Help us define what you want to get out of the day together...
- What are our priorities and what you want to accomplish?

### **9:00 Overview of Group Practice & DSO Market**

- Latest Trends in the Dental Industry & what the coming years hold
- How Value is created in the Group Practice space

### **10:15 What Do You Want to Get Out of It (Exit Expectations)?**

- Potential sale considerations related to dollars, timeframe & life post-sale
  - o Determining reality & setting realistic expectations

### **10:30 Who's Going to Buy It?**

- Contrasting Strategic versus Financial Buyers
  - o Understanding what they're each looking for

### **11:15 Who's Going to Own It (Legal Structure)?**

- Doctor-owned Group Practice vs Doctor-owned DSO vs Regulatory Compliant DSO
- What do you need? When do you need it? Why do you need it?

### **12:00 How Are You Going to Scale It (Associate Strategy)?**

- Attracting "the right" Associates + Minimizing Turnover
- Contrasting Founder Dilution versus Business Valuation + Personal Wealth

### **1:00 What Do You Want to Build (Operational Structure)?**

- Systems & Processes
- Collection of Practices versus Centralization of Services

### **1:45 How Are You Going to Scale It (Growth Strategy)?**

- De Novo Startup Modeling + Target Acquisition Profile

### **2:15 Who's Going to Fund It (Banking Strategy)?**

- Hitting the "Debt Funding Wall"
- Banking Ratios & Securing Growth Capital for Scale

### **3:00 Current Financial & Operational Review**

- Bringing it all Together: our Assessment of Where you stand right now

### **4:00 Wrap Up + Next Steps**