



Full Day Deep Dive

In Office Meeting Agenda *TEMPLATE*

8:00 Introductions & Backgrounds

8:30 Defining & Refining your Vision (Business Plan review)

- How did you get started in dentistry?
 - o Why did you start this business?
- Tell us about the initial 12 months; the last 12 months; and the next 12 months
- What is your greatest enjoyment in the business?
 - o What is your greatest pain point?

9:30 Overview of Group Practice / DSO Market

- Drivers of Value
- Latest Trends in the Industry

10:30 Financial Review

- Analysis of Historical Financials
- Current Capital Structure Review
 - o Forward-looking Capital Considerations

11:30 Exit Planning Considerations

- Basic Financial considerations
- Defining outcomes and timelines
- Determining reality & realistic expectations

12:30 Legal Review

- TUSK: Overview of Value Creation through Legal Structure
- Overview of Current Legal Structure
 - o Review of Ownership in each Entity

1:00 Operational Review (Working Lunch)

- The Impact and Cost of Centralization
- What is Centralized + Why?

2:00 Human Capital

- Attracting & Retaining Key People
- Equity Considerations (Exploring Partnership Pathways)
- Evaluating Current Talent & Organizational Structure

3:00 Debt Structure & Growth Strategy

- Review of Current Senior Lender & Outstanding Loan Portfolio
 - o Projecting Growth Capital needs
- Define & Model your Growth Strategy
 - o Acquisitions (TAP) & De Novo

4:00 Wrap Up + Next Steps