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**FREE Dental Office Design Tele-Seminar**  
**Friday, June 6, 2006 11am ET, 10am CT, 8am PT**

**How To Evaluate Property & Your Space and  
Project Your Dental Office Costs**

*by Dr. Jacque Russo of EnviroMed Design Group*

**PLUS**

**Avoiding \$100,000 Mistakes When Building or  
Moving, Expanding or Buying a Dental Office**

*by Tony Patrick, MBA – Finance Geeks*



**Tony Patrick, MBA**  
**Finance**  
**Geeks**  
[www.FinanceGeeks.com](http://www.FinanceGeeks.com)

DATE  
**Friday, June 6, 2008**

TIME  
**11:00 am ET, 10am  
CT, 9 am MT, 8 am PT**

WHERE  
**Phone: 218-486-3696**  
**Code: 789982#**



**Dr. Jacque Russo**  
**EnviroMed Design**  
**Group**  
[www.EnviroMedGroup.com](http://www.EnviroMedGroup.com)

The call will start on time according to [www.Time.gov](http://www.Time.gov) so please dial in at least 5 minutes early to make sure you get in.

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If you are viewing this page as a PDF, you can click on the link to see the tele-seminar page that will go LIVE Friday, June 6<sup>th</sup> - <http://www.instantteleseminar.com/?eventid=3131256>

Dr. Jacque Russo, Director of Sales & Marketing – EnviroMed Design Group

## 1. Begin with the end in mind.

- a) Develop your \_\_\_\_\_, determine your \_\_\_\_\_, and plan your \_\_\_\_\_.
- b) Know your \_\_\_\_\_ and \_\_\_\_\_.
- c) To calculate the square footage required, multiply the number of \_\_\_\_\_ by \_\_\_\_\_ square feet.

## 2. Property and Space Evaluation

### LAND

- a) For Land, you need a \_\_\_\_\_, front, side and rear \_\_\_\_\_ information, presence of utility \_\_\_\_\_, coverage requirements, and \_\_\_\_\_ property usage.
- b) To calculate the amount of land you need, multiply the \_\_\_\_\_ the building by 7.
- c) Know your site conditions before you buy. Site development can costs fall in the \$ \_\_\_\_\_/square feet range.

d) Determine if the land is affordable, \$ \_\_\_\_\_ to \$ \_\_\_\_\_ /sf.

## BUILDING or CONDO

a) Obtain \_\_\_\_\_ or proposed \_\_\_\_\_ from owner.

b) Clarify what is included in the price, \_\_\_\_\_, Hvac, \_\_\_\_\_ on grade, signage.

c) Determine what the \_\_\_\_\_ requirements are. Know your \_\_\_\_\_!

d) Financing can be tricky on a condo, have a \_\_\_\_\_ plan before you buy and know your debt \_\_\_\_\_.

## LEASE SPACE

a) Hire a \_\_\_\_\_ because you are not one!

b) Know your \_\_\_\_\_ vs \_\_\_\_\_ square footage.

c) Do NOT sign a lease without knowing if you can afford the \_\_\_\_\_.

### 3. Cost Projection

- a) Calculating finish out costs, use \$ \_\_\_\_\_/square foot for \_\_\_\_\_ space only
- b) For a full building use \$ \_\_\_\_\_/sf total
- c) Non Capital costs include: \_\_\_\_\_ Fees, \_\_\_\_\_ Fees, Legal and \_\_\_\_\_ fees, \_\_\_\_\_ costs and \_\_\_\_\_ financing.  
They can be \_\_\_\_\_% of the total capital costs.
- d) \_\_\_\_\_ and \_\_\_\_\_ budgets are often grossly underestimated.
- e) A well documented \_\_\_\_\_ may be required by your lender prior to financing.
- f) Find out what you can \_\_\_\_\_ BEFORE signing on the dotted line.

Questions or Comments for Dr Jacque Russo:

Tony Patrick, MBA – Finance Geeks

## **Avoiding \$100,000 Mistakes When Building or Moving, Expanding or Buying a Dental Office**

1) Proper Debt Structure and Cash Flow

2) Understanding and Planning For The GAP

3) What You'll Need Money For And When You'll Need It

# Dental Office Design - Project Start-Up Package

By EnviroMed Design Group & Finance Geeks

The Dental Office Design Project Start-Up Package consists of 2 parts:

## #1 - Project Cost Analysis

The Project Cost Analysis is where we interview you about the size, design and scope of the dental office you want to create. Based on our background in planning, designing and building dental office we analyze your project variables and then create projection estimates and cost ranges that are applied to your office project. The result is an **estimated project cost dollar amount of what we think it will cost**. It will include the projected debt service on your new office also. This is the first step of moving forward with your office project. EnviroMed Design Group's standard Project Cost Analysis fee is \$1,500.

## #2 - Financial Health Assessment

The Financial Health Assessment is a determination of your financial strength or what you are able to afford for your dental office project. The assessment is based on your current financial picture, assets, expenses, debt service, cash flow along with your personal goals – aggregated and analyzed to estimate **how much and what type of loan amounts you can afford** when you move forward with your dental office project. Finance Geek's standard Financial Health Assessment fee is \$2,000.

Because you registered for and attended the tele-seminar call today the Project Start-Up Package cost, normally \$3,500 is reduced for a limited time to **\$795.00** (a \$2,705 discount).

To enroll in the program, please fill out the information below & **fax to 317-581-1812**.

Name \_\_\_\_\_ Company \_\_\_\_\_

Address \_\_\_\_\_

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Email \_\_\_\_\_

Credit Card: [  ] Visa [  ] MasterCard [  ] American Express

Card Number \_\_\_\_\_ Exp Date \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

Finance Geeks – 9000 Keystone Crossing, Suite 630 – Indianapolis, IN 46240 – 317-581-5664

[www.FinanceGeeks.com](http://www.FinanceGeeks.com)

EnviroMed Design Group – 2889 NW Banyan Blvd – Boca Raton, FL 33431 – 512-707-7400 x212

[www.EnviroMedGroup.com](http://www.EnviroMedGroup.com)