

**FREE TELE-SEMINAR For Dentists Only**



Presented by  
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Finance Geeks

**HOW TO FINANCE YOUR PRACTICE EXPANSION**



**Avoiding \$100,000  
Mistakes When  
Building or Moving Your  
Dental Office**

**DATE: Friday, May 19, 2006**

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

**WHERE: Phone: 641-297-7200 Code: 105727#**

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.

You don't know what you don't know.

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**Concept #1:** The 3 Types Of Borrowers, Which One Am I & How Will It Impact My Interest Rate?

**Concept #2:** What do I need money for and when do I need it.

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.

**Concept #3:** What Are the Assets, Tools and Constraints that I should know about?

Assets –

Tools –

Constraints -

### Term and Rate Example

Doctor	Loan	Rate	Term	Payment	Use
A	\$400,000	6.75%	5	\$7,873	Practice
B	\$400,000	8.75%	15	\$3,998	Practice
	<u>\$560,998</u>	6.75%	25	<u>\$3,875</u>	Real Estate
<b>Total</b>	<b>\$960,998</b>			<b>\$7,873</b>	

Both doctors have the same payment. Dr. B was able to borrow \$560,998 more than Dr. A.

Brag about your cash flow, not your rate.

## Case Study

Dr. Big built a 3,200 square foot office in 2001 because he could not accommodate the number of patients he needed to treat with his existing facility.

Year	Revenue
1999	450,000
2000	531,160
2001	676,169
2002	823,103
2003	1,033,827

Notice revenue growth. He is on track!

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Lender	Present Balance	Annual Payment	Collateral
H Bank	\$38,645	\$8,748	Digital X-ray
Dealer's Leasing	\$7,543	\$15,312	Equipment
DLL	\$98,928	\$52,572	Equipment
National	\$68,775	\$14,748	Laser
Mutual Federal	\$3,460	\$8,292	Line of Credit
US Bank	\$11,826	\$6,672	Line of Credit
Health Bank	\$70,001	\$16,044	Working Capital
Health Bank	\$72,182	\$16,044	Working Capital
Citi Corp	\$77,609	\$48,816	Equipment
Citi Corp	\$19,446	\$12,348	Equipment
Cloud Bank	\$16,524	\$5,508	Equipment
Cloud Bank	\$26,352	\$8,784	Equipment
Various Revolving Debt	\$105,483	Not included in pmt calculation.	Business Revolving Debt
<b>Total Debt</b>	<b>\$616,774</b>	<b>\$213,888</b>	<b>6 year avg. term</b>
<b>Practice Loan</b>	<b>\$616,774</b>	<b>\$77,464</b>	<b>15 year term</b>
<b>Savings</b>	<b>\$0</b>	<b>\$136,424</b>	

**Concept #4:** What Is The GAP & How Can It Cause Me To Have A Heart Attack?

	Cost	Appraised Value	Loan Amount (80% LTV)	GAP
Building				

**Concept #5:** How Much Can I Afford?

What is your maximum \_\_\_\_\_?

1.

- a)
- b)
- c)

2.

3.

4. Wiggle Room Calculation

\_\_\_\_\_ / \_\_\_\_\_

5. Payment = (\_\_\_\_\_ / \_\_\_\_\_ DSCR) / 12

RULE: \_\_\_\_\_

**Concept #6:** How Much I Can Actually Borrow (this is much different)?

Constraints:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Concept #7:** Do Not Violate These Rules of Borrowing

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Concept #8:** Questions I Must Ask My Bank

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

**Concept #9:** Should I Hire an Expert

The definition of \_\_\_\_\_ is the revenue foregone by engaging in another activity.

Production	Days	\$/Day

This assumes you have the \_\_\_\_\_ & \_\_\_\_\_.

**Extra Credit:**

Stick around after the conference and listen to the previously emailed questions and answers.



**The Financial Leadership Solution™** eliminates \$100,000 problems through its three unique sequential processes.

## Step ① The Financial Health Assessment

What are your financial capabilities?

What has to happen for you to feel good about your progress?

## Step ② The Capital Channel Mapping Process

Based on your Financial Health Assessment, what is your ideal capital structure? Can you achieve it? How? What if you cannot?

## Step ③ The Execution Solution

What tools are available to me? How to I obtain the ideal capital structure efficiently? What do I watch out for as I work with financial institutions? How do I handle inevitable roadblocks?

Just pick the delivery method best suited to your personality.



### **Option 1:** The Financial Leadership Solution™

This is our complete 3-step program ideal for the dentist already in the midst of a project or ready to begin the project process. Price \$\_\_\_\_\_



### **Option 2:** The Financial Health Assessment

This is the 1<sup>st</sup> step of The Financial Leadership Solution™ and is ideal for any dentist who needs to analyze their current financial situation in order to understand their limitations and capabilities of reaching future goals.

## Option 2: The Financial Health Assessment Price \$ \_\_\_\_\_

- The process starts with an introduction of our services
- Initial Financial Health Assessment phone conversation covering:
  - What are your expectations?
  - An in depth explanation of our Financial Health Assessment services.
  - Your past, present, future review
  - Your pain discovery
- We receive your financial information & follow up with questions if needed.
- We perform a detailed internal analysis and email the Financial Health Assessment report to you for review
- We have a detailed phone conversation of the findings and their impact to your current and future goals. These findings include, but are not limited to:
  - Lifestyle requirements
  - Credit Bureau Report analysis
  - Practice cash flow
  - Current debt structure
  - Debt Service Coverage Ratio
  - GAP Analysis
  - Potential lending obstacles

### **Your Next Step:**

If you are interested in either implementing the entire Financial Leadership Solution™ or starting with the Financial Health Assessment, your next step is to **CALL or EMAIL** us with your contact information.

*We will respond by setting up a time where we can talk and can learn more about your specific situation.*

**317-581-5664**

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