

# Finance - Wealth Management

## Financing

Our financing team has a depth of expertise with the ability to deliver a wide range of service from a single source. From practice sales, mergers or partnerships; to accounting, tax and financial planning, our services go far beyond that of the competition. Additionally, our team of professionals is prepared to assist in the development and execution of growth strategies for practice optimization. Whether you are an existing owner looking to take your practice to the next level of growth and/or profitability, a new owner in need of foundational management tools, or considering your transition through sale or partnership...we can deliver.

- There will be an initial meeting (s) to overview the various options for practice ownership.
- The processes associated with each of the options will be reviewed as well as the advantages, disadvantages, opportunities and risks.
- Existing opportunities will be presented and / or opportunities identified by the client will be evaluated.
- Provision of a list of requested information for the options to support the analysis and evaluation of the options are assembled.
- Using the baseline financial and performance information, we will assist in the analysis of the opportunity and provide cash flow models to support the project.
- In the case of a practice purchase, a purchase offer is developed to include price, terms and contingencies, if applicable.
- Acceptance of the purchase offer, consultative advice will be provided relative to the tax allocation of the purchase price
- Facilitation with seller and advisors of the terms and provisions of a formal purchase agreement for drafting by an attorney.
- Coordinate and manage the process through closing or opening.
- As requested, provide referrals to attorneys, dental supply/equipment vendors, commercial realtors, accounting, marketing, coaching and consulting.
- We will review and up front the very important step of securing the funding for the project and provide the lender with the cash flows and narrative to support the new business.

## Wealth Management

Once financing is obtained, Globe's wealth management team will present options to secure your investment for longevity. In addition, the team will present options to pay back the loan in the quickest time possible while maintaining the successful business level of the new practice.

- Personal meeting with financial consultant
- Data and history are reviewed
- An agreement for scope of work is determined
- Automobile, homeowners and personal liability insurance secured
- Discovery, education on financial strategy and recommendations
- Disability insurance, medical insurance and government plans commence with applications.
- Arrangement made for completing wills, medical directives, power of attorney, ownerships and trusts, and business agreements and arrangements.
- Life insurance personal and business process commences with applications, integrating and coordinating the whole LEAP model.
- Savings components are reviewed with discovery and financial strategy elements
- Growth components are reviewed with discovery and financial strategy elements
- Notes for a vision statement are compiled
- Achievements noted and reviewed
- Discovery, Education and more financial strategy
- Remaining applications
- Cash flow planning and implementation of financial strategies
- Vision clarified
- Wealth creation account introduced

