

A COMMON GOAL FOR UNCOMMON SUCCESS

Dental and Medical Business Financial Life Cycle

	STARTUP PHASE		GROWTH PHASE		MATURE PHASE	
PROTECTION STRATEGIES	<ul style="list-style-type: none"> ✓ Personal Estate Planning ✓ Buy Sell Agreements 	<p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Key Employee Insurance Plan ✓ Business Valuation ✓ Protection Strategy for Family 	<p>_____.</p> <p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Family-Owned Business Strategies ✓ Section 303 Stock Redemptions ✓ Advanced Estate Planning 	<p>_____.</p> <p>_____.</p> <p>_____.</p>
GENERAL EMPLOYEE BENEFITS	<ul style="list-style-type: none"> ✓ Group Health Plans ✓ Group Life Plans ✓ Group Short-term Disability ✓ Group Long-term Disability 	<p>_____.</p> <p>_____.</p> <p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Qualified retirement Plans ✓ Medical Expense Reimbursement Plans ✓ Personal wealth Management 	<p>_____.</p> <p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Cafeteria Plans ✓ Employee Stock Ownership Plans (ESOP) 	<p>_____.</p> <p>_____.</p>
EXECUTIVE BENEFITS	<ul style="list-style-type: none"> ✓ Personal Planning Disability Insurance Plan ✓ Executive Bonus Plans 	<p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ GWBA (Golden Executive Bonus Arrangement) ✓ GEM (Golden Executive Match) 	<p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Split-Dollar Insurance Arrangements ✓ NQDC Non-Qualified Deferred Compensation 	<p>_____.</p> <p>_____.</p>
EXIT AND TRANSITION STRATEGIES	<ul style="list-style-type: none"> ✓ Protection ✓ Exit & Transition Objectives ✓ Identify Buyer 	<p>_____.</p> <p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Executive Compensation ✓ One-Way Buy-Sell ✓ Estate Tax Planning 	<p>_____.</p> <p>_____.</p> <p>_____.</p>	<ul style="list-style-type: none"> ✓ Stock Bonus ✓ ESOP ✓ Implementation Transition 	<p>_____.</p> <p>_____.</p> <p>_____.</p>



Dentists Physician Financial Life Cycle

	Medical School	Residency / Fellowship	Private / Solo Practice, Academics	Late Years of Practice	Retirement
Protection Strategies	<ul style="list-style-type: none"> ✓ Convertible Term Life Insurance ✓ Health Insurance ✓ Secure private Disability Insurance 	<ul style="list-style-type: none"> ✓ Increase to Max Private Disability Insurance ✓ Personal Liability Insurance 	<ul style="list-style-type: none"> ✓ Increase Private Disability Insurance ✓ Solo/Private Practice: Disability Overhead Insurance ✓ Key Person Insurance ✓ Professional Liability Insurance (Malpractice) ✓ Convert Team Insurance to Permanent 	<ul style="list-style-type: none"> ✓ Secure Long-Term Care Insurance ✓ Private Practice: Buy/Sell Agreement 	<ul style="list-style-type: none"> ✓ Health Insurance for Retirement
Investment Strategies	<ul style="list-style-type: none"> ✓ Set Initial Financial Goals ✓ Establish Emergency Fund ✓ Debt Reduction Strategy 	<ul style="list-style-type: none"> ✓ Begin Monthly Savings ✓ Maximize Roth IRA ✓ Contribute to Employer Retirement Plan 	<ul style="list-style-type: none"> ✓ Comprehensive Financial Plan ✓ Max Fund IRA, SEP, SIMPLE, 401(k) & Pension Savings Plan for Bonus/Profit Sharing 	<ul style="list-style-type: none"> ✓ Non-Qualified Deferred Contribution Plan ✓ Defined Benefit Plan ✓ Analysis of Retirement Income Sources 	<ul style="list-style-type: none"> ✓ Transfer of Wealth Strategies ✓ Withdrawal Strategies from Retirement Plans
Estate Planning	<ul style="list-style-type: none"> ✓ Dual Power of Attorney & Health Care Proxy 	<ul style="list-style-type: none"> ✓ Develop Will ✓ Tax Reduction Strategies 	<ul style="list-style-type: none"> ✓ Update Will and Beneficiaries 	<ul style="list-style-type: none"> ✓ Maximize Retirement Plan Contributions ✓ Trusts / ILITs ✓ Estate/Gifting Plan 	<ul style="list-style-type: none"> ✓ Advanced Estate Planning Strategies ✓ Update Will & Beneficiaries

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