

# Our Proven Process

## 1. UNDERSTAND YOUR VISION & BEGIN RESEARCH

We ask you powerful questions that help define the vision for the practice:

- Who do you want to serve?
- What services do you enjoy doing?
- What service will make you money?
- How will this office contribute your life outside of the practice?

We'll use data to select viable areas for your practice. We'll then show you ALL of the real estate options in the area.

## 2. IDENTIFY OPPORTUNITIES

We run in-depth demographics, customized for your practice, and then our internal team maps competition by hand in the search area.

## 3. NARROW VIABLE OPTIONS

Together, and based on the data, we'll select areas that will survey for properties that match your vision. This includes broker outreach, an off-market search, and concludes with a site report of viable options.

## 4. ANALYZE DATA & PRESENT SOLUTIONS

You receive a custom property report that highlights a handful of spaces that make sense for your particular practice.

If possible, we tour those spaces with you and encourage you to drive the selected areas to envision what working in them might be like.

## 5. SECURE & EXECUTE THE BEST DEAL

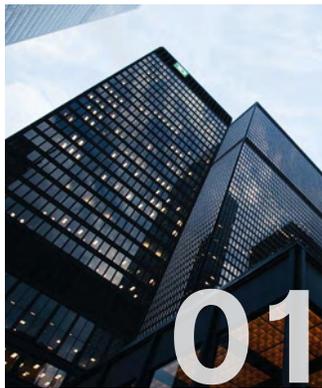
You'll choose the ideal space for your practice with our guidance and insights and then we'll—

- Negotiate the best terms, minimizing your risk
- Streamline the process to open, introducing you to industry partners you'll need to open the practice
- Execute the agreement



PROCESS OVERVIEW

# Working Together



01

7-10 days

- Discuss client's location needs
- Launch research



02

2 weeks

- Based on demographics, we conduct an exhaustive market search in areas of interest



03

2 weeks

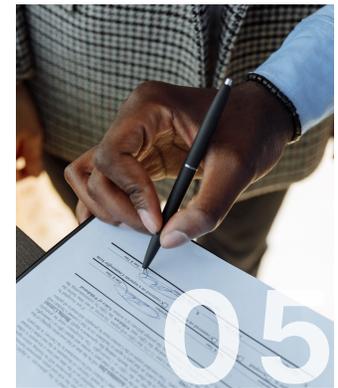
- Broker outreach
- Filter opportunities; select best sites
- Tour



04

1 month

- Negotiate LOI
- Select build out and start-up team



05

1 month

- Negotiate deal points
- Final legal review
- Close & sign

Total: 4-5 months