

Starting Up

What Does It Take?

03

12 Month Blueprint

04

Understand the Pros & Cons

08

Get A Quick Start

12

Work w/ a Professional

14

What Does It Take?

- ➡ **Entrepreneurial spirit**
- ➡ **Leadership Qualities**
- ➡ **Confidence in Clinical Ability**
- ➡ **Cash in the Bank**
- ➡ **Vision and Goals**
- ➡ **Grit and Passion**
- ➡ **Willingness to do Hard Work**
- ➡ **Desire to Be a Businessman
Businesswoman**
- ➡ **Comfortable being Uncomfortable**

Starting up in 12 months



NEXT LEVEL BLUEPRINT

Steps to a Successful Startup

Recommendation

01

Write a Business Plan



Executive Summary (idea, market, money) Company, Offer, Sales, Team, Financials. A living document

02

Apply for Financing



Detail your business plan, funding needs, and repayment strategy. Find great loan terms.

03

Evaluate Demographics



Know your customer. Analyze age, income, location, education, etc. to target the right areas.

04

Find a space



Broker for space. Define needs (size, location, budget). Leverage their market knowledge and connections.

NEXT LEVEL BLUEPRINT

Steps to a Successful Startup

Recommendation

05

Negotiate Lease Agreement



Understand terms (rent, length, improvements). Seek favorable clauses and concessions.

06

Hire a Construction Team



Check licenses, insurance, & experience. Get bids. Get a clear, detailed contract.

07

Select Equipment & Furniture



Consider patient needs, budget, space, and future growth. Research reliability and support.

08

Hiring Team Members



Defining roles, skills needed. Recruit, interview, check references. Onboard and train well.

NEXT LEVEL BLUEPRINT

Steps to a Successful Startup

Recommendation

09

Marketing and Finding Patients



Optimize website, use social media, get local, offer specials, connect w/ referral partnerships

10

OPENING DAY!!!



Opening day! Ensure staff is ready, space is perfect, welcome patients, celebrate milestones!

11

Associating in Other Offices



Prioritize tasks, set clear boundaries, manage time effectively. Delegate when possible. Self-care is key.

12

Project Revenue Goals 100K+ after loan payment



Track KPIs: Monitor key metrics (patient visits, revenue/patient). Analyze trends for sustainable revenue growth.

Understand the Pros & Cons



Pros

The Benefits of Starting Up



You Choose Location & Space

Location = competitive edge! Pick a prime location — boosts visibility, customer access & growth.



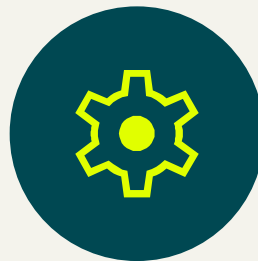
You Choose Demographics

Target ideal customers, boost sales, and maximize marketing efficiency!



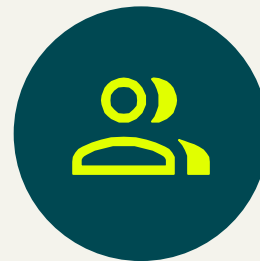
Banks Want to Lend to Dentists

Dentists get great loans — low default risk, high ROI, & banks offer 100% financing for practice growth!



You Choose the Equipment

Pick your own startup equipment — optimize workflow, boost efficiency, and enhance patient care!



You Pick Your Team Members

Handpick your team — boost productivity, culture, and success by aligning skills and values!

Cons

Be Aware of the Challenges



Low Cash Flow

Low cash flow in a startup delays growth, and risks mismanagement of resources, or even new opportunities.



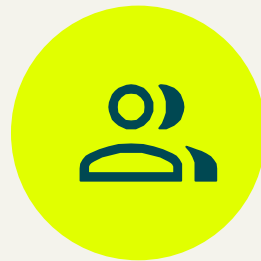
It's Unpredictable

Constant pivots, funding fears, and market shifts: startup life can be a wild and unpredictable ride.



You Must Make More Decisions

Nonstop decisions, high stakes, scarce data: startup owners battle constant decision fatigue.



You Must Manage People

Hiring, firing, motivating, and retaining: people management is sometimes a chaotic juggling act.



You're Juggling Two Jobs at First

Double the demands, split focus, constant exhaustion: juggling two jobs is a relentless grind.

Quick Start Guide From Next Level

Quick Start Guide

These are the first few steps to get started in the right direction



Your Vision Business Plan

The business plan helps navigate the startup's journey, offering direction and communicating the vision for success!



Financing Budgeting

Finding the right lending partner can fuel a startup's trajectory for growth and success!



Demographics Studies

Analyzing demographics reveal trends in age, income, location, and more insights necessary for planning and success!



Negotiating the Lease

Securing the space: negotiating lease terms, rent, and conditions is crucial for your business.

About Us

Next Level Consultants is a experienced dental consulting firm with hundreds of startup practices or acquisition practices under our belt.

We've been helping doctors since 2018 to become private practice owners. Our mission is clear: To set doctors up for success by providing a clear and proven system for getting into ownership.

Michael Dinsio, MBA
Paula Quinn, BSDH, RHA
Founders of Next Level Consultants

We have also assisted many more doctors with running a successful dental practice.

We offer Credentialing services, Front office training, Fee negotiating, Billing, Hygiene department growth, a clear aligner therapy growth program, and more...

All in all, we have extensive resources, skills, and experience to take dental practices to the NEXT LEVEL!



Thank You!

Reach out for a consult to begin the startup process with a dental startup consultant from NEXT LEVEL!

