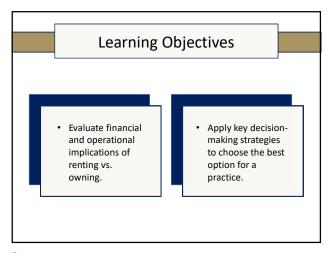


Disclosures No Related Disclosures



Description



Helping physicians align real estate decisions with long-term goals.



Focus on strategic, financial, and operational Focus on strates considerations.

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Strategic Considerations

Alignment with long-term practice goals.

- Location, Location, Location
 Own for long term strategy and growth
 Referral Relationships
 Leasing is beneficial for entering new
 markets, short term strategy and "wild"
 real estate markets

Autonomy vs. affiliation.

- Biggest return doing it on your own
 Consultant vs. Developer
 Cast your net wide on resources
 Participation in a JV with a health
 system or a developer better than
 writing rent checks forever.

Market conditions and property appreciation.

- Think outside the box while ensuring

Exit strategies and resale

- Buy and Hold vs. Flip to REIT
 It is real estate fluctuations happen
 Real estate attorney key to structure buy in, buy out, and final exit planning

Financial Considerations

Initial costs and capital

- Ok to start out slow not too big a bite on your first project Allocate the equity as an investment Fully understand the financial modeling for both short and long term
- Long-term financial impact:
- Pay yourself. One of the best career investments you can make
 Cash flow return and long-term asset appreciation
 Long term lease will be required for financing location is key.

Tax implications and benefits.

- Consult a tax professional! Cash flows not ordinary income Cost Segregation strategies offset taxable income
- Financing/Loan options. Rule of 3s Apply - banks, terms, and

- Rule of 3s Apply banks, terms, and guarantees
 Your corporate bank might not be the best real estate fit
 Align with strategy of flip vs. hold
 Maintain ability to refinance at some point
 Lenders love owner occupied projects

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Operational Considerations



Professional Resources

- Cast your net wide
 Don't obligate yourself to any
 one professional
 Rule of 3 brokers,
 developers, architects, lenders,
 contractors.
 Remember they make money
 doing these deals every day!



- Not the responsibility of your practice manager!
 Outsource to a qualified source or consultant.
 Good consistent maintenance and HVAC service agreements make happy tenants



Lease agreements vs. mortgage responsibilities.

- Existing lease agreements key to new real estate deals
 Separate entities for each real estate venture flexibility
 Practice entity is the tenant
 Multiple ways to structure the ownership entity flexibility important



Expansion and scalability.

- Based on your long-term growth strategy and investment goals Each investment is a learning tool for the next one

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Case Study/Repurpose -Dallas, Texas

- 40,000 sf. Former retail space.
- · High visibility interstate location.
- Purchased from health system that received the property from a donation

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Conclusion	
Recap of key takeaways. Encouragement for proactive decision-making. Q&A session.	