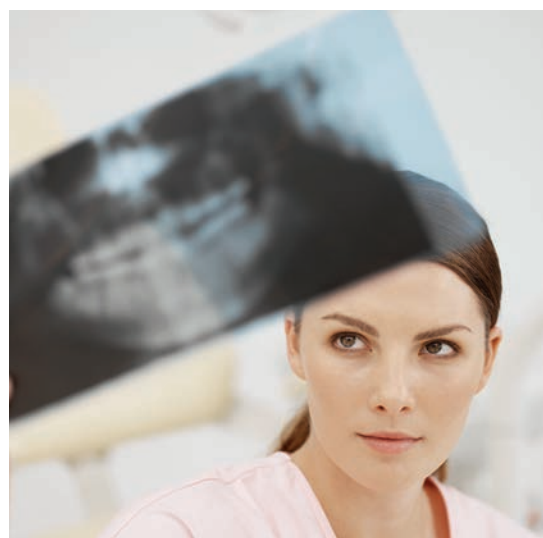




CoastDental
& Orthodontics®

Owner Dentist Managing Partner Program



For many dentists, the ambition of owning their own practice can't come fast enough. For others, the dream of practice ownership does not match the modern realities and increased demands on financial resources, sacrifice of personal family time, and compounded office responsibilities, all of which are required to operate a successful dental practice on your own. And for many graduates, the first priority after dental school and residency is paying down large student loans.

Coast Dental invites you to explore an easier path to ownership.

The dream of practice ownership in a fully-supported environment is possible with Coast Dental's Managing Partner Program.



Adam Diasti, DDS, Founder

Since 1992, he has pioneered the dream of practice ownership.

ENJOY DOING
WHAT YOU



Dr. Diasti quickly recognized the benefits of creating a team of expert and passionate professionals to manage the non-clinical functions so he could focus on his unwavering commitment to patient care.

That successful model became the catalyst for Coast Dental, a thriving company with more than 118 practices.

Our Managing Partner Program provides well-performing and tenured dentists the opportunity to acquire an equity interest in the practice in which they operate.

Dentists who become Partners receive ownership distributions proportioned to their ownership interest in addition to their compensation as an employee dentist within the practice.

Best of all, as a Partner, you reap all the benefits of ownership with the advantage of having day-to-day business support teams surrounding you so you can continue to focus on your patients.

We understand the importance of providing our partnered dentists with the on-going values of patient-centered care.

The path to ownership is easy and we are here to answer your questions and provide additional training and help at every turn.

An Open Path to Ownership

With Coast Dental you can enjoy all the advantages and benefits of ownership without the usual headaches and day-to-day worries of operating and managing your practice alone. We support you every step of the way through daily operations, scheduling, staffing, marketing, patient billing and clinical support.



Introduction to Practice Ownership

- Let your Region Vice President or Recruiter know you're interested in becoming an owner and Managing Partner
- Explore a practice or geographic area that has ownership opportunities



Explore Your Ownership Opportunity

- A Pre-Ownership package will be customized for you to assess the respective office
- We will meet with you to ensure a complete understanding of the Managing Partner Program
- We will assist with financing and gaining access to capital while providing guidance and support
- Let us help you build a road map for successful and rewarding ownership



Enjoy Life As Managing Partner

- Enjoy increased earnings per year in distributions and salary[†]
- Enjoy the benefits of practice support in every aspect of the practice
- Enjoy building your team and driving the growth of your office
- Enjoy the work and personal-life balance of becoming a Managing Partner
- Enjoy watching your equity grow as your practice grows

Be Your Own Boss as a Managing Partner

You're about to make one of the most important decisions of your career. Let us present you with the information you need to make the right choice for you.

Joining a group of dental practice owners can be the most viable way for dentists to realize their dream. If you are interested in being your own boss and increasing your annual earnings through clinical expansion and provider growth while focusing on patient care instead of paperwork, we invite you to be a Managing Partner.

*"You get the benefit of being an owner in a **practice without all of the headaches** of the behind-the-scenes work such as dealing with insurance companies and the administrative functions of running a practice."*

– Joel Caudill, DDS, Partner Dentist since 1997



What We're Looking For

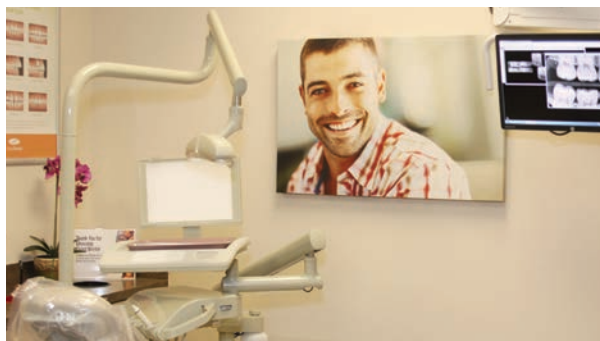
We want Managing Partners with a spirit of leadership and a desire to provide the best clinical care for patients. We want dentists who value learning and development for themselves and their team. We are looking for dentists with a desire to grow through mentorship and supported autonomy while being financially successful in their professional and personal life.

Managing Partner Qualifications

- Clean dental license from state board of dentistry
- Fosters entrepreneurial spirit of practice growth
- Minimum producer of \$3K / daily average
- Demonstrates and promotes excellent patient care and customer service
- Strong dental skills; low remakes

What You Can Expect

Coast Dental provides an extremely affordable option for ownership. You can expect to receive personalized attention with the expertise of a dental support organization to help you build equity in your practice and secure your future.



*"It was the best decision I ever made in my life. **The stability and the financial security are the two biggest benefits.** I was just telling my team that I'm so happy to have a crew so strongly focused on proper patient care and so stable."*

– David Spector, DDS, Partner Dentist since 1998



Benefits of Being a Managing Partner Owner



*"I feel like I have my own practice as opposed to working for a corporation. I get a say in how things are handled in the office. **I'm not just an employee; I'm an owner. It's my practice, not somebody else's.** Plus, your compensation is higher when you're an equity doctor. It's absolutely something every doctor at Coast should consider."*

– John Algood, DDS, Partner Dentist since 2001

Clinical and Professional Benefits



- Continuing education and leadership opportunities
- Modern dentistry
- Supported clinical autonomy
- Integrated specialties
- Upgraded digital office technology

Financial Benefits

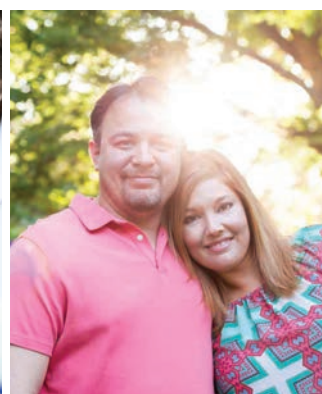


- Exceptional income opportunities
- Provider and specialty growth
- Long-term income and asset growth
- Decreased practice risk

Personal Benefits



- Be your own boss with supported autonomy
- Fellowship of other dental professionals
- Help is available at every turn
- Family environment
- More time for yourself, your family and friends
- Live in some of the best cities and towns in the U.S.



PARTNER DENTISTS

Reap the benefits of ownership with the advantages of having day-to-day business support teams allowing a stronger focus on patients.

BILLING



Patient billing, claims processing, insurance, record keeping, reporting and collections — basically all the stuff that makes dentists want to pull their hair out! We get it done for you!

PURCHASING



Procurement of supplies, labs and equipment for your practice with deep discounts and volume pricing. Think you have a great price now? Just wait until you see what we've negotiated!

HR / STAFFING & RECRUITING



We find you the talent that you're looking for and help you train and develop them into high-performing team members that bring value to you and your practice quickly. We're good at it!

MARKETING



Marketing doesn't stop with a steady flow of patients to your practice. We build patient education and loyalty programs that help you keep your patients coming back year after year.

TRAINING & DEVELOPMENT



Efficiently on-boarding team members is only the beginning. We have enough training programs and CE opportunities to make your brain spin along with your handpiece!

FACILITIES & REAL ESTATE



We source the perfect location, negotiate rent deals and provide a turn-key office. This team supports everything within four walls. Oh, and we also repair leaky faucets and change out the air filters so you can enjoy doing what you love!

Your business support team is always ready to help.



Compensation for Partner Dentists

There are three elements of compensation for Partner Dentists:

1

Basic Compensation

The Partner Dentist's basic compensation will be 32% of own net production, plus benefits and paid time off.



Associate Dentist

Typical Annual Earnings
\$215,000*



Partner Dentist

Annual Single-Practice Earnings
\$310,000†

2

Quarterly Ownership Distributions

Ownership distributions are proportional to the Managing Partner's ownership interest and are based on the dental practice net quarterly cash flow. Profit distributions occur quarterly as the practice generates positive cash flow.

Ownership Distribution Calculation:

Quarterly distributions are based on the cash performance of the dental practice. This is defined as actual collections of the practice including insurance capitation, less all operating expenses such as employee salaries, rent, utilities and supplies, with no deduction for non-cash expense such as depreciation, bad debt and intangible asset amortization expense.

The ownership distributions are in addition to the Managing Partner's compensation related to their personal production.

COMPENSATION FOR PARTNER DENTISTS

3

Benefits

The dental practice pays for the following employee benefits for the Partner Dentist.^

- Contribution toward health insurance premiums per Company annual benefits program
- Contribution toward disability insurance (*\$3,000 per month benefit*)
- Contribution toward life insurance (*\$50,000 benefit*)
- 100% coverage for malpractice insurance
- Employee Assistance Program
- Workers compensation insurance
- 10 paid days off @ \$500 per day





ENJOY DOING
WHAT YOU



Proven Managing Partner Ownership Growth Model

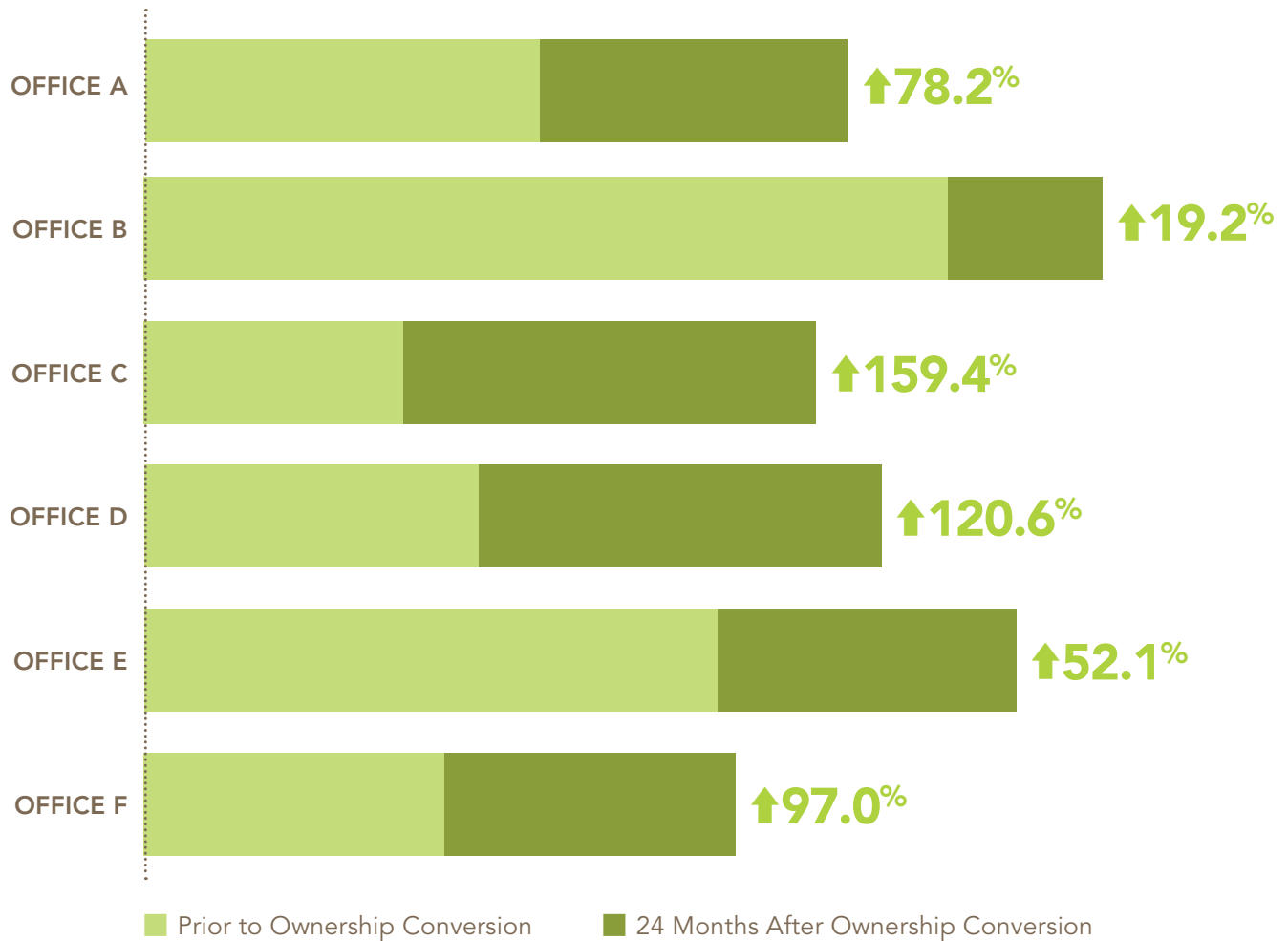
Our Managing Partner model promotes growth that allows you to build a successful dental practice, backed by an experienced and caring dental business support organization. Let our expertise in dentistry help you enjoy exceptional income potential and practice asset growth that helps secure your future.



Our practice owners realize impressive practice growth by strategically increasing additional providers such as associate general dentists, hygienists and specialists. Practice ownership allows you to build a robust general and specialty practice with unlimited potential in a very short period of time.

For over 20 years Coast Dental has been helping our owner doctors grow their practices by assisting them in building a great team for one core purpose — exceptional patient care.

Monthly Production Performance^{††}



^{††}Practice ownership growth based actual average monthly gross production revenues prior to ownership conversion.



Upside Potential

Adding a 2nd Dentist and Hygienist has the ability to provide an immediate valuation increase for a Partner Dentist.



Today's Actual *(in thousands)*

Net Revenue	\$1,240
Valuation	\$744
25% Share	\$186



Add 2nd Hygienist

\$1,100 / day
95% of revenue days
\$264k incremental revenue



Add 2nd Dentist

\$2,500 / day
95% of revenue days
\$610k incremental revenue



Impact of Adding 2nd Dentist and Hygienist

(in thousands)

Net Revenue	\$2,054
Valuation	\$1,232
25% Share	\$308



Income Potential

Practice Example

	% of Days Worked	Daily Production	
GP	94%	\$3,331	\$792,262
Hygiene	81%	\$1,432	\$293,448
Specialty			\$221,659
Capitation			<u>\$40,796</u>
Total			\$1,348,165

Total	\$1,348,165
Net Revenue	\$1,240,312
EBITDA	\$164,961
%	13.3%

Compensation

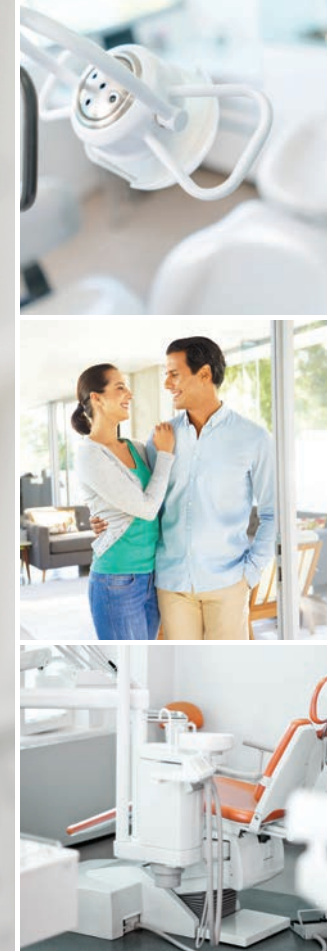
Own Production (32%)*	\$255,821
Total Income	\$255,821

Equity

25% Ownership	\$186,047
Valuation	\$744,187

*Personal Production (240 Days @ \$3331)	\$799,440
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ENJOY DOING
WHAT YOU



Adding 2nd Dentist and 2nd Hygienist

	% of Days Worked	Daily Production	Addl Annual Production
MP-GP	95%	\$3,331	\$799,440
Hygiene	98%	\$1,270	\$314,884
Specialty			\$221,659
Capitation			\$40,796
Total			\$1,376,779

Incremental Providers

2nd GP	95%	\$2,500	\$600,875
Addl Hyg	95%	\$1,100	\$264,385

Total			\$2,242,039
Net Revenue			\$2,062,676
EBITDA			\$577,549
%			28.0%

Compensation

Own Production (32%)	\$255,821
Equity Distribution	\$144,387
Total Income	\$400,208

Equity

25% Ownership	\$309,401
Equity Gained	\$123,355

*Personal Production Estimate (240 Days @ \$3331)	\$799,440
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Adding 3rd Provider with Increased Specialty Services

	Number of Days Worked	Daily Production	Addl Annual Production
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Incremental Providers Needed			
3rd GP	150	\$2,500	\$375,000
3rd Hyg	240	\$1,100	\$264,000
Specialty			\$379,831
Total			\$1,018,831

Total			\$3,260,870
Net Revenue			\$3,000,000
EBITDA			\$900,000
%			30.0%

Compensation

Own Production (32%)	\$255,821
Equity Distribution	\$225,000
Total Income	\$480,821

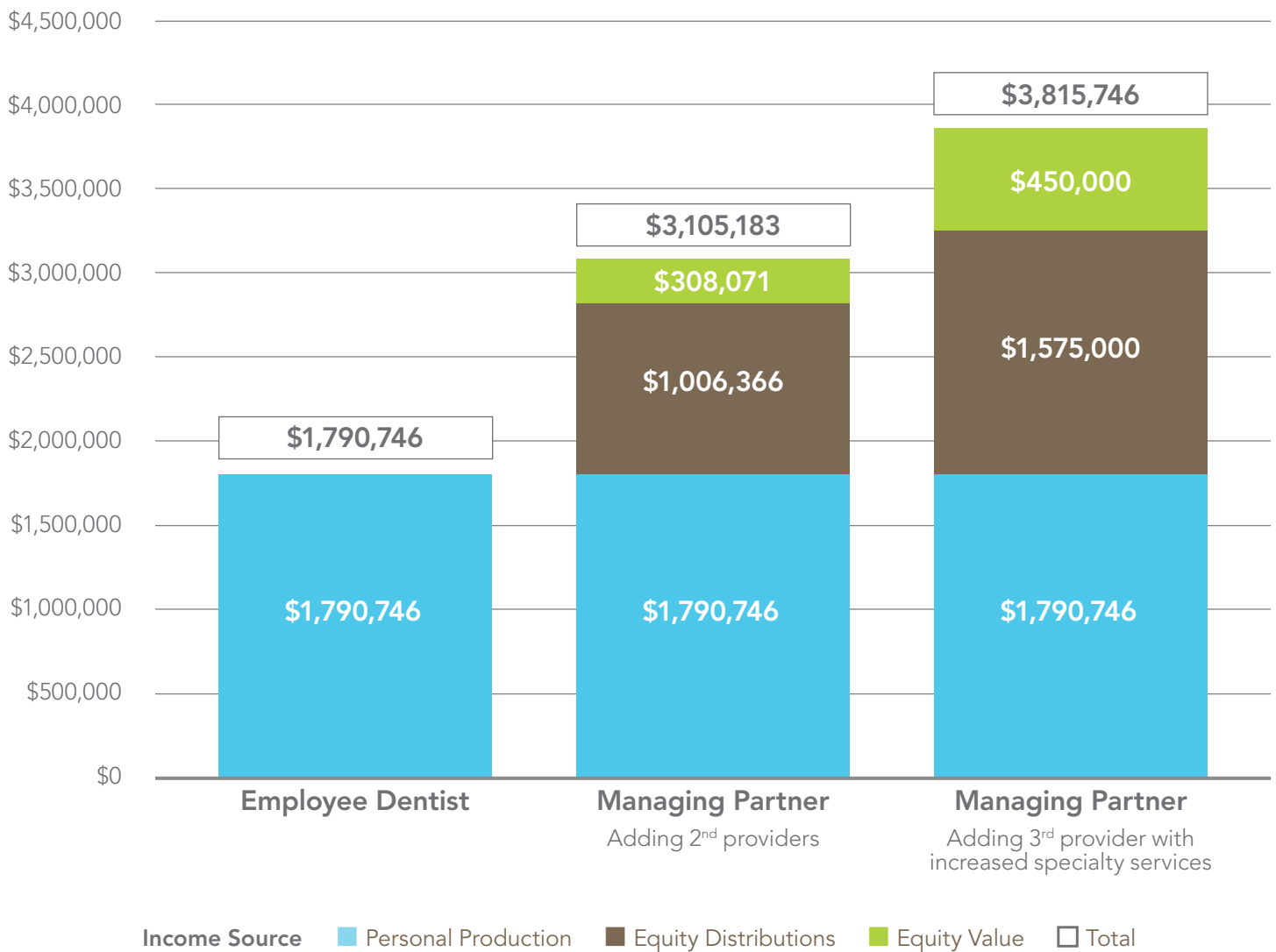
Equity

25% Ownership	\$450,000
Equity Gained	\$263,953

*Personal Production Estimate (240 Days @ \$3331)	\$799,440
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Building Long Term Financial Health

The financial rewards as a Managing Partner look very different compared to what they would be as an employee. Here is an illustration of the difference **after 7 years** as a Managing Partner:



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Explore our Managing Partner Program and find out how we can open your path to ownership.

4

Easy Ways to
Learn More



EMAIL

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CLICK

careers.coastdental.com/ownership



WRITE

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CoastDental
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*\$215,000 average annual full-time earnings potential of a full-time employee general dentist at Coast Dental. †\$310,000 average annual single-practice earnings of owner partner at Coast Dental in 2014. ^Benefits outlined are for full-time, employee general dentists; terms and conditions apply. These materials are intended only for the use of prospective dentists. Past performance may not be indicative of future results. No prospective dentist should assume that any information presented or made available serves as the receipt of or a substitute for personalized individual advice. No information is intended as legal advice. Individuals should consult your legal counsel regarding legal advice for your participation and particular circumstances. Independent contractors are not eligible. Ask us about opportunities for independent contractors. EOE/M/F/D/V. The dentists and hygienists are employees or independent contractors of Coast Dental of Texas, PC (Adam Diasti, DDS, Lic. 32327), Coast Florida, P.A., Coast Dental, P.A., (Adam Diasti, DDS, DN12490), Coast Dental of Georgia, P.C., Coast Dental of South Georgia P.C., (Adam Diasti, DDS, DN11634) or COAST DENTAL OF NEVADA, INC., (Ali I. Tekdogan, DDS, Lic. 5022). Coast Dental Services, LLC complies with applicable Federal civil rights laws and does not discriminate on the basis of race, color, national origin, age, disability, or sex. © 2017-2018 Coast Dental. All rights reserved. CD-102262 R 09/18