

SCALING FROM CLINICIAN TO CEO

Scottsdale, Arizona | October 11-13, 2023

REGISTER NOW

10/11 - WEDNESDAY

- 4:00pm **Registration**
South Foyer E
- 6:00pm **Cocktail Reception**
Phoenician (East) Patio

10/12 - THURSDAY

- 7:00am **Late Registration**
South Foyer E
- 8:00am **Kickoff & Welcome of 3rd Party Partners**
Perrin DesPortes & Diwakar Sinha
- 8:15am **Fundamental Challenges to Building a Group Practice**
Perrin DesPortes & Diwakar Sinha
- 9:15am **Executing Growth Strategy: De Novo vs. Acquisition**
Perrin DesPortes
- 10:15am **Break** Ballroom E
- 10:30am **Systemization & Calibration Amongst Multiple Locations**
Dr. Mark Costes
- 11:30am **Building your Legal Structure for Scale**
Jonathan Eskow
- 12:30pm **Lunch** Phoenician (East) Patio
- 1:30pm **Marketing Analytics for Success**
Gary Bird
- 2:30pm **Building your Economic Engine: Doctor Development**
Dr. Mark Costes
- 3:15pm **Break** Ballroom E

10/12 - THURSDAY

- 3:45pm **Banking & Capital Structures**
Perrin DesPortes
- 4:30pm **Personal Journeys: Breaking Through the Debt Funding Wall**
- 5:30pm **Conclude**
- 6:00pm **Cocktail Party**
Phoenician (East) Patio

10/13 - FRIDAY

- 8:00am **Review of Day ONE** Perrin DesPortes
- 8:15am **Culture & Alignment** Dr. Mark Costes
- 9:15am **Equity Structures: PIUs & RMUs**
Sara Stock and Sam Wallach
- 10:00am **Break** Ballroom E
- 10:15am **Financial Reporting: Legal Structures & DSO Reporting**
Scott Haberman
- 11:15pm **Personal Journeys: Maximizing the Value of Your Business Upon Exit**
Dr. Sharvil Shah & Dr. Paresh Shrimankar
- 12:15pm **Lunch** Phoenician (East) Patio
- 1:15pm **Partnership Issues**
Sara Stock, Jonathan Eskow & Sam Wallach
- 2:15pm **Building a More Valuable Business**
Perrin DesPortes
- 3:00pm **Wrap Up & April 2023 Event + DS Summit in June 2023**
Perrin DesPortes
- 3:30pm **Adjourn**