

# CONSULTING PACKAGES

TM

WE SIMPLY *IMPROVE* YOUR GAME

Healthcare Consulting & Advisory Group

[www.Drallennazeri.com](http://www.Drallennazeri.com)

*Dr. Allen*

## *Message from the founder*



Dear Doctor:

There is no one who has ever been able to achieve anything meaningful without outside help. We all go to school to learn about our profession from those who can teach us, guide us and show us the way. Yet, most doctors who graduate, attempt to figure out the business aspects of their practice on their own. Many of them try for years applying various strategies, picked up from a colleague, reading a blog or watching a video. Some work and many of them don't and they find themselves, dealing with issues such as finding more patients, increasing revenue, managing time, hiring employees, handling disputes and legal matters, struggling with scaling and expansion, failing to raise funds or selling the business at the highest price or the best terms. Does this sound familiar? I was one of those doctors, graduating from dental school at a young age of 23, quickly getting a job at to pay my bills and fast tracked my learning by watching my employer running 2 or 3 different practices. Having the DNA of an entrepreneurial family , after almost nine months of working as an associate, I began seeking ways to strike it on my own. I was a hard worker with a creative mind that looked beyond my profession for answers. Within the first 9 years of my practice, I quickly grew my practices to multi-million dollar enterprise and thousands of patients. I thought I had it all figured out, until one day, I was hospitalized for a racing heart. At that time everything collapsed as I had no outside advisors that I can bounce off ideas and to stay accountable. Worst yet, I had no one who could step into my shoes and fulfill my leadership position. I was a failure.

This was beginning of my quest to retain advisors, mentors and consultants over the next decade. Those before me, who had gone the way and knew how everything can come together. They understood, the working models that can create big results, for sole practitioners or those who had the ambition to expand nationally. The price I paid to learn and get advice was much less than the price I paid ending up in an emergency room. They forced me to become not only a highly skilled dentist but one of the highest producing dentist, averaging over \$3500 per hour, building one of the premier dental practices in the US and attracting some of the most notable celebrities and wealthy individuals in the world.

Have I figured it all out? I don't think so. I continue to educate myself, hire coaches and consultants for my quest to give back to our medical community. It is my mission to help doctors to become a lot more successful than what they already are by bringing my nearly 30 years of knowledge in owning, managing and advising some of the largest medical groups in the world.

I am here to give you my undivided attention, so you can reap the rewards of your hard work.

Let's Improve Your Game !

Dr. Allen Nazeri DDS FICOI MICOI MBA

*Dr. Allen*

A close-up, slightly blurred photograph of a desk. In the center is a silver MacBook Air with a black keyboard. To the left, a pair of brown-rimmed glasses rests on a white notepad. The notepad has handwritten notes in black ink, including the words "agencies/consultancies", "with experience", and "Dino epe". To the right of the laptop is a white Apple mouse. The desk surface is a light-colored wood. A semi-transparent white box with rounded corners is overlaid on the bottom right of the image, containing a quote and the name Edward Deming.

" Does experience  
help? Not if we are  
doing the wrong  
things?"

Edward Deming

# Multiple Options to choose from



## **BASIC \$998/month ( Less than \$34/day )**

**Minimum 3 months- Cancel anytime after initial contract period.**

This package is designed for those doctors who are not familiar with the concept of consulting and are on the edge as the don't know if a consultant can help them solve their problems. This is typically a perfect package for start up practices or small practices where, the doctor is still trying to find its direction as how they like to grow their brand. A typical client has the following concerns and these are just some examples:

- Should I own a practice or work for someone?
- Am I ready to own my practice?
- How to find the right practice?
- Do I buy a practice or do I start from scratch
- How can I increase my revenue?
- How to get more new patients?
- How are other doctors able to be more productive?
- When do I sell my practice?
- How can I get the highest value for my practice?
- Am I ready to have an associate?
- Where should I invest my money in clinical training?
- How to handle issues related to my team?
- How to keep people accountable?
- How to increase my collection?
- Am I ready to expand to my 2nd or 3rd office?
- Why people keep rejecting my treatment plans
- Should I own or lease my building?
- How to deal with legal matters regarding my patient or board matters?
- What should my road map be for the next 3-5 years?

### What is included in the package?

2hrs. Coaching Session per month ( Owner )

1 hr. Coaching Session per month (Team )

1 Team Webinar/quarter ( Choice of Case Presentation or Leadership Training )

Unlimited Email Consults

Unlimited Free posters or infographics

20% Discount on webinars and digital products

Free Plan Upgrade

A first-person perspective from the deck of a sailboat looking forward. The sun is low on the horizon, creating a golden glow on the water. A person's legs and feet are visible in the foreground, resting on the white deck. A semi-transparent white box is centered over the image, containing a quote and the author's name.

*" It is not the ship  
but the skilled sailor  
who can reach  
destination"*

Dr. Allen Nazeri DDS MBA

*Dr. Allen*

# Climbing the peaks



**Advanced \$1998/month ( less than \$67/day )**

**Minimum 6- months. Paid Quarterly-Cancel anytime after initial contract period.**

This package is specially designed for those doctors who have achieved success in their careers and now they want to take their practice to the next level. They may have had limited experience with consultants and coaches but have not been able to tackle their business challenges comprehensively. They understand the importance of developing their skills as leaders and also building a strong culture of team members and future leaders. These clients are typically practicing at least 5-7 years and have identified those challenges facing them every day. They like to increase their income, free up their time and be able to grow their practices by implementing systems and processes. A typical client who choose this package has the following concerns:

**What is included in the package?**

6 hrs. Coaching Session per month ( Owner )  
2 hrs. Coaching Session per month (Team )  
1 Team Webinar/ Quarter  
Case Presentation Training  
Unlimited Email Consults  
John Maxwell Leadership Training  
Unlimited Free Digital Products  
Unlimited Free posters or infographics  
20% Discount on other products or events  
Free Plan Upgrade

- How do I grow to up to 5 location?
- How can I become an absentee owner?
- How do I put systems and processes in my practice so it can easily be duplicated?
- What knowledge do I need to grasp so I can become a better team leader?
- How do I put a winning team together?
- How can I attract the best doctors?
- How to handle issues related to compensation, performance review, employment contracts?
- What marketing channels, I should focus on?
- How to grow my practice through strategic partnerships?
- When should I consider selling or raising money for expansion?
- How should I deal with legal matters?
- How to protect my assets in case of a lawsuit?

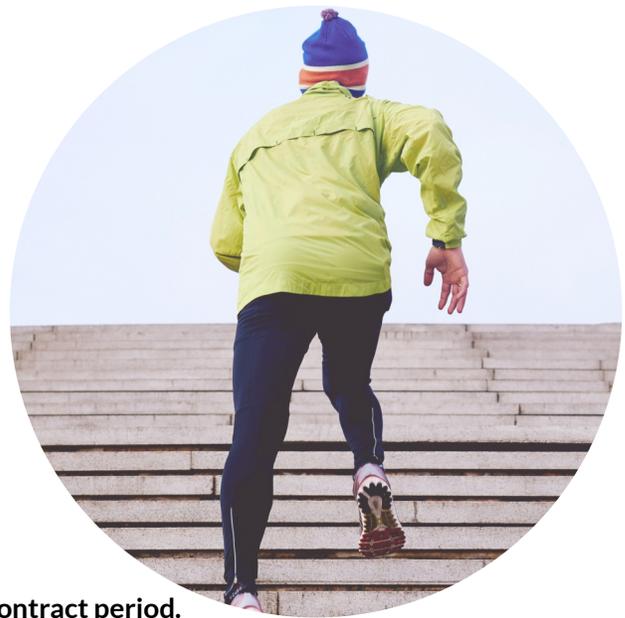


*" Mastery belongs to those who are dedicated to exchange of time and money for long term results. "*

Dr. Allen Nazeri DDS MBA

*Dr. Allen*

# Achieving Ultimate Goals



**360-MBA \$4998/month ( less than \$167/day )**

**Minimum 12 months- Paid Quarterly-Cancel anytime after initial contract period.**

The 360-MBA is like having your own MBA team member as part of your management group at fraction of the cost of hiring one. However, the difference is not just the cost savings or just have another MBA join your team. You will have direct access to Dr. Allen and his team of highly sophisticated business development specialists who understand what it takes to master your game in leadership, sales, marketing, customer service, finance, mergers & acquisitions, asset protection, tax minimization, raising funds or selling to the stock market.

A typical client who chooses this package is eager to learn:

- How do I build a foundation to scale my operation to several hundred locations?
- How to expand my brand internationally through strategic partnerships?
- How to consolidate other practices without upfront capital and create a large market cap?
- What to include and not include in my investor presentation?
- How to build a strong and reputable board team?
- When and how to increase the value of my company before raising funds or exiting?
- How to create documented systems and processes?
- How to legally structure my business for future growth as well as asset protection?
- How to defend the price/value of my business?
- How to prepare a business plan that can easily be updated and changed every quarter?
- How to create a corporate and business strategy for presentation to investors?
- How to identify strategic and financial partner?
- How to make my team more reliable and productive?
- When and how should I protect my assets?

What could be included in this package?

12 hrs. Coaching Session per month ( Owner )

4 hrs. Coaching Session per month (Team )

Case Presentation Training

John Maxwell Leadership Training

The Ritz-Carlton Customer Service Training

Unlimited infographics & posters

Unlimited Free Digital Products

Business Plan Preparation

Corporate Strategy Plan

Annual Marketing Plan

Business Development Strategy

Identifying Strategic Partners

Establish Practice KPIs

Unlimited Email Consults

Review of legal structures & lawsuits

Customized Business Operation Manual

Review Business Growth Strategy

Investing Memorandum

Financial Modeling & Appraisal

Free Plan Upgrade

**\*The program is customized to each client based on their individual needs. Not all programs can be achieved in short contract terms.**



*" I have the deepest personal and professional respect for Dr. Nazeri. Allen has my highest endorsement. "*

*Dr. Paulo Malo*

*"Dr. Allen's training has doubled our revenue in the last 12 months"*

*Dr. Alex Hashemi*

*" I never thought about hiring a coach until I saw the results that my other colleagues were getting"*

*Dr. Piray Udanta*

*" I have worked closely with Dr. Allen for over 20 years. He is a master clinician and business person. I would continue to learn from him"*

*Dr. Philip Chin*

*" Never underestimate the power of an outside advisor. They look at things with a new set of eyes and have always made my job easier in saving time and making more money. Well worth it.*

*Drs. Alex and Alice Hura*



We Simply Improve Your Game™

*Dr. Allen*