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WELLS
FARGO

Practice Start-Up Information - Medical Practices

Personal & Professional Information

Borrower's Name:

Currently monthly production: \$ 30,000 Number of hours currently associating per week? 60

Years of managerial/ownership experience? 2

Do you currently own a practice? ☒ Yes ☐ No If Yes, please complete the Practice Information sheet.

Practice Information

Practice Medicine/Specialty? Pain Management

Proposed practice address:

Projected opening date? 08/01/2021

Number of competitors in the area? 4 Area population? 114,375

What source(s) did you use to determine competition and population? Centers for Medicare and Medicaid Services (CMS), Census.gov, GoogleMaps, competitors websites

Why did you choose this location?
Proximity to Huntington Hospital, worker's compensation and personal injury lawyers in same building, young professionals living nearby, ideal office space in terms of size/layout being amenable to pain management practice.

Location will be: ☐ Purchased ☒ Leased If Purchased, please provide the terms of the financing. If leased, what is the monthly expense including rent, taxes, Common Area Maintenance (CAM), insurance, etc?:
\$ 5,000

What amount, if any, is the landlord contributing for tenant improvements? \$ 0

What is the square footage? 1,653 sq. ft. No. of exam rooms to be equipped? 3

Will you associate while starting your practice? ☒ Yes ☐ No If yes, this information to be verified prior to funding the loan.

If No, please explain: _____

If Yes No. of days you will associate per week? 3.00 Daily rate of compensation? \$ 2,000

No. of days you will work at the new practice per week? 4.00

What type of payment will you accept?

Total to 100%		
Cash / no Insurance	5	%
Insurance / PPO	25	%
Insurance / HMO	25	%
Govt / State Assistance Programs	45	%
Other		%

Personnel

Position	# Employed	Position	# Employed
Associates	0.00	Nurse / Nurse Assistants	0.00
Managers	1.00	Receptionists	0.00
PA/NP	0.00	Other	

Marketing:

Describe the Marketing Plan (attach business plan if applicable):

Please see marketing plan details in the attached business plan.