

### Practice Development Options

Model	Initial Investment	Expense	Commitment	Considerations
FMEC Platform	Practice Review to review practice compatibility.	15% of Platform Revenue.	<ul style="list-style-type: none"> <li>• Successive 1-year terms.</li> <li>• TSP subscription may be recommended.</li> </ul>	<ul style="list-style-type: none"> <li>• Practice chooses best implementation</li> <li>• Providers maintain ownership and autonomy.</li> </ul>
Concierge Development Companies (CDC)	Typically charges a percentage of revenue from patients who enroll as conversion fee.	Practice typically pays fees for management and marketing that may be a percentage of revenue.	<ul style="list-style-type: none"> <li>• Initial term may be 5+ years.</li> <li>• Noncompete clauses for up to two years may be included with CDC agreements.</li> </ul>	<ul style="list-style-type: none"> <li>• Patient fees may be significant.</li> <li>• May alienate existing patients.</li> <li>• Practice has obligation to adhere to CDC marketing and practice approach.</li> </ul>
Private Equity Opportunities (PEO)	PEOs typically advance funds in exchange for guarantees and security positions.	PEOs may charge a management fee or percentage of practice revenue plus return on investment.	<ul style="list-style-type: none"> <li>• For early termination, practice may have an unwind clause to repay investment.</li> <li>• Practices can be committed to PEO until investment and return is paid.</li> </ul>	<ul style="list-style-type: none"> <li>• PEOs most likely require a personal guarantee for investment.</li> <li>• Practices often required to pledge assets, (A/R, equipment, etc.).</li> <li>• PEO may not be well versed in practice management.</li> </ul>
Direct Primary Care (DPC)	Minimal investment to purchase turn-key model or have contracts created.	DPCs typically do not require ongoing expenses unless consulting services are provided.	DPCs typically do not require on-going commitment.	<ul style="list-style-type: none"> <li>• DPCs tend not to participate with insurance, which may limit appeal and market reach.</li> <li>• Opting out of Medicare may limit future opportunities.</li> </ul>
Consulting, Coaching, Guides and other Program Models	From up to \$10,000 and beyond in upfront costs.	From no additional expense to on-going fees and/or percentage of revenue.	May require annual fees to access required resources or be affiliated with model.	<ul style="list-style-type: none"> <li>• Practices may have to terminate insurance contracts.</li> <li>• Practices may alienate patients.</li> <li>• Models be limited in appeal.</li> </ul>