







**TABLE 3**

 <b>Invest in Leadership</b>	 <b>Establish Strategic Plans</b>	 <b>Capitalize on Consumerism</b>	 <b>Build Scale</b>	 <b>Focus on Sustainability</b>	 <b>Prudent Execution</b>
<ul style="list-style-type: none"><li>• Focus beyond near-term horizons</li><li>• Manage the conversation for investing in practice infrastructure in order to achieve long-term growth.</li></ul>	<ul style="list-style-type: none"><li>• Establish a strategic roadmap for the practice over the next five to 10 years.</li><li>• Prompt practice leaders to evaluate present strengths and weaknesses vs future opportunities and threats</li></ul>	<ul style="list-style-type: none"><li>• Build a robust consumer-facing sales strategy and invest in consumer-centric technology</li><li>• Establish the essential foundation for delivering necessary care and maintaining the patient provider relationship</li></ul>	<ul style="list-style-type: none"><li>• Leverage patient volume in payer negotiations</li><li>• Spread administrative &amp; technological infrastructure across multiple providers</li><li>• Increase geographic footprint</li></ul>	<ul style="list-style-type: none"><li>• Suitability will help the practice address current weaknesses and build upon existing strengths</li><li>• Leverage opportunities in the market to capitalize on growth</li></ul>	<ul style="list-style-type: none"><li>• Disciplined follow through of executing on strategic plan</li><li>• Confidence in making critical investments for longer term growth</li><li>• Evaluate in-house vs outsourcing capabilities</li></ul>