



Student Debt

The Numbers Actually Work in Your Favor

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- CEO, Pathways to Success
- Director, TOSU Business Management Program
- Editor: *Review of Optometric Business*
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Association of Practice Management Educators

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STUDENTS

EDUCATORS

LINK TO OPTOMETRY SCHOOLS/COLLEGES



RESOURCES

APME

PMC

optometrymatch.com

We created this website to be a resource
for all your Practice Management needs

optometrybusiness.com

RESOURCES

PMC-VI-VSP SECO Lectures

SECO Student Debt: The Numbers Actually Work in Your Favor

SECO How to Maximize Your Profit from Vision Plans

SECO How to Get the Maximum Value for Your Practice

SECO Starting Cold versus Buying a Practice

SECO Procuring Practice Buyers & Sellers

SECO Onboarding Staff

SECO How to Increase Your Practice Net

SECO How to Use Your Practice as a Personal Wealth Generator



OPTOMETRYMATCH.COM

BUYING OR SELLING AN OPTOMETRY PRACTICE STARTS HERE

BUYING OR SELLING A PRACTICE IS A MAJOR LIFE DECISION. TRANSITIONING INTO OR OUT OF PRACTICE OWNERSHIP CAN BE EXCITING YET CHALLENGING.

THE **PRACTICE MANAGEMENT CENTER (PMC)** HELPS MAKE THE OVERALL EXPERIENCE FOR DOCTORS A SMOOTH AND SEAMLESS ONE - FROM START TO WELL BEYOND THE TRANSITION.

CLICK ON **REGISTER** BELOW TO START THE PROCESS.

THEN, UPLOAD THE **PRACTICE INFORMATION** IN STEP 2 USING THE **PASSWORD** SENT TO YOU WHEN YOU REGISTERED. (IF YOU DO NOT HAVE A PRACTICE FOR US TO EVALUATE, THEN YOU CAN SKIP STEP 2.)



STEP 1

With no registration or upfront fees, getting started is easy - just click on the REGISTER button below to start the process.

STEP 2

At the top of the email we send you after registering is a password. Use the password with this step to upload the practice information. (If you don't have a practice for us to evaluate, then you can skip this step.)

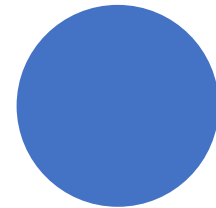
\$125,000 - \$350,000

Depends on...

Cost of living

Family support level

Student debt ranges



Consolidation

One opportunity to consolidate loans

- Push term out, lower payment
- Don't miss first payment, keep credit clean

Never consolidate federal loans into a private loan

- Lose terms such as
 - Deferrals
 - Income based payments
 - Interest rates are higher but terms are better
 - Especially needed when starting out
 - You get what you pay for – value concept

Return on investment

- Student debt payments are part of your personal expenses
- Payments should be covered by
 - Salary as an associate OD
 - Income from practice ownership
 - Start with personal expenses
 - apply expected income from practice acquisition
 - Growth of practice income vs. fixed payment of student debt

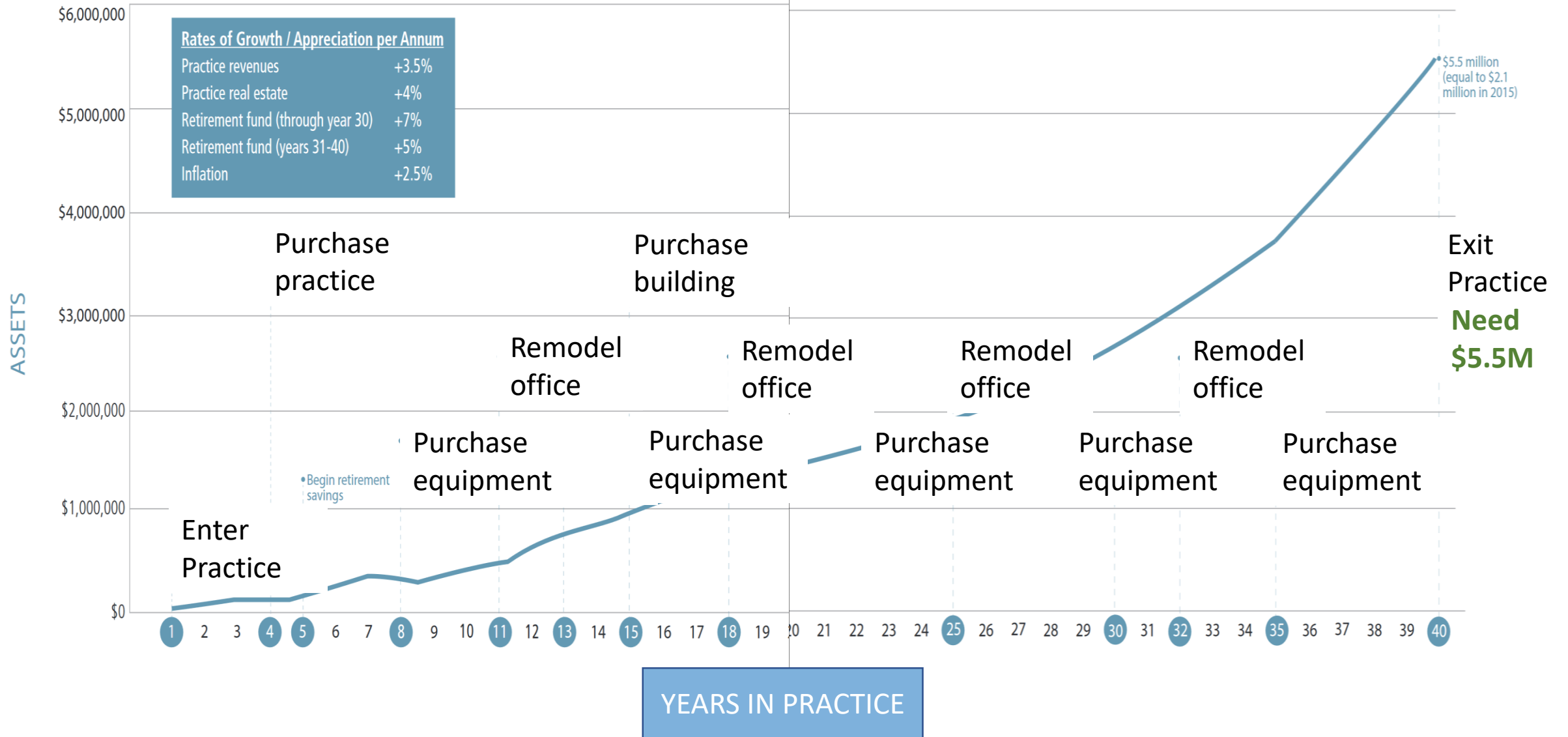
Student loan
coverage

Expected Salary as Associate			
per diem	425		
per annum 50 weeks	106,250		
Salary monthly			8,854
Student Debt			
Amount	250,000		
Rate	6.00%		
Term / Years	30		
Monthly Payment		1,499	
Estimated Other Expenses			
Housing		1,500	
Auto		400	
Total Monthly Fixed Expenses			3,399
Salary less Expenses (for food, med ins, fun, taxes, etc.)			5,455

Practice Cash Flow & Value Build

Revenue	100%	700,000		100%	1,000,000		100%	2,000,000
EBITDA pre owner comp	30%	210,000		25%	252,643		20%	394,786
Less normal owner comp		104,000			104,000			104,000
EBITDA / Avail for Debt Pmts		106,000			148,643			290,786
Less Acquisition Debt Payments	10%	69,621		10%	97,864		10%	192,004
Residual Cash Flow to Owner		36,379			50,779			98,781
Total Owner (comp + resid)		140,379			154,779			202,781
Total to Owner (comp + resid + DS)		210,000			252,643			394,786
Practice Value (+ or - by state)	68%	477,000		67%	668,893		65%	1,308,536

Wealth-Building Timeline (Over a 40-Year Career in Optometry)





Thank You!



Vision One



APME



optometry
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