

GARRETT MENTORS DENTAL
DEMONSTRATING HOW TO: PROFITBYDESIGN

SPEAKER PACKET

GARRETT LUDWIG

How to Obtain a Building Permit



PLANNING & DEVELOPMENT

From inception to completion, “Big Brother” is watching.

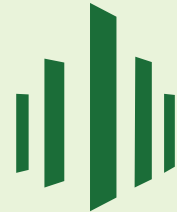
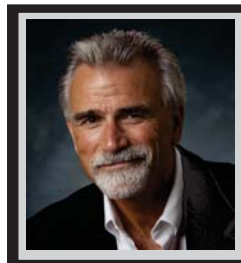
Building Codes, Rules and Regulations have a valued and positive intent. Knowing those mandates will simplify and expedite the process of compliance and approvals. Here are four rhetorical questions that might peak your interest:

1. Under what circumstances might you be subject to the scrutiny of the Historical Society?
2. What is the most relevant device to be implemented when calculating the compliant travel distances within a suite, and what body governs those mandates?
3. What governing body sets standards for compliance with the Americans with Disabilities Act?
4. Is HIPAA compliance regulated proactively?



“Your expertise has been much appreciated over the years in both academic and practical settings.”

-Colin Sanford, D.M.D.



- HIPAA
- ADA
- OSHA
- LIFE SAFETY
- ANSI
- IBC
- NFPA
- IPC
- DESIGN REVIEW COMMITTEE
- SPECIAL DEVELOPMENT DISTRICT
- HISTORICAL SOCIETY
- PLANNING AND DEVELOPMENT
- GIS
- DPH
- ZONING



**GARRETT
GUIDES
DENTAL**

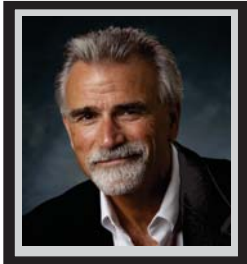
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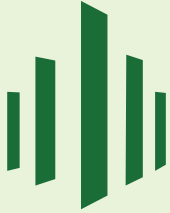
Each item on our comprehensive checklist has a cost: An add, a deduction or a wash. The collective knowledge of these criteria will provide you with the ability to favorably negotiate a positive result.

The “it” principle: If you dot your “i’s” and cross your “t’s”, the results will be remarkable. It’s simply a matter of knowing the facts.


1. What impact does weather have on the development of a functional plan?
2. Mechanical system: Control, distribution, warranties. Who's in charge?
3. Determine the suite as available “clean” or “as is”.
4. Explore the impact of neighboring suites.
5. Analyze and qualify all conditions of a lease, i.e. noise restrictions.
6. Verify compliance and sufficiency of available parking.
7. Confirm compliance with all Life-Safety regulations.
8. What are CAM charges and how are they calculated?
9. Determine the allowable signage.
10. What is the cost of floor penetrations?



“If you think it’s expensive to hire a professional to do the job, wait until you hire an amateur.”
-Red Adair



- > Location
- > Permitted use
- > Allowable signage and visibility
- > Accessibility
- > Parking
- > Hazardous materials removal
- > Hazardous materials abatement
- > Design review
- > Voltage/amperage electrical feed
- > Smoke barrier
- > Fire suppression/alarm system
- > HVAC
- > Neighboring tenants
- > Commencement/completion of work
- > Commencement of lease/purchase
- > Demolition
- > Floor penetrations
- > Obstructions
- > CAM charges
- > Noise restrictions
- > Regional weather impact
- > Building regulation
- > HIPAA compliance
- > OSHA compliance
- > ADA compliance
- > Construction access- time
- > Security
- > Satellite access
- > Medical gases
- > Space sufficiency
- > Marketability
- > Work letter/TI
- > Building hours and access



**GARRETT
TUTORS
DENTAL**

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HIGHLIGHTS

This program is essential to anyone planning a new dental office!

Garrett Ludwig's presentation is the best investment you can make to: identify costs, avert problems, and maximize efficiency and productivity. Most importantly, it will guarantee a substantial return on your investment. Garrett will share practical first-hand examples that demonstrate how to make a sound investment in a new office.

PRACTICE NEEDS ASSESSMENT:

The four most common and critical factors that are overlooked when calculating the spatial needs for a new office.

SITE ASSESSMENT: NEW CONSTRUCTION

Ten lesser-known factors that may lead to increased costs or may restrict development, when considering a site for a new office.

FACILITY ASSESSMENT: LEASE

Ten lesser-known "qualifiers" for economical, functional and code-compliant development of an office in a leased space.

THE IMPACT OF COMPLIANCES:

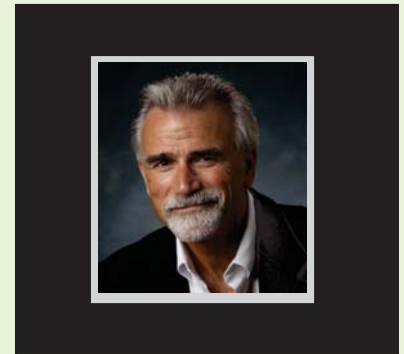
The four most misunderstood regulatory mandates to which every project must comply.



"Give me six hours to chop down a tree and I will spend the first four sharpening the axe."

— Abraham Lincoln

There is no substitute for preparation

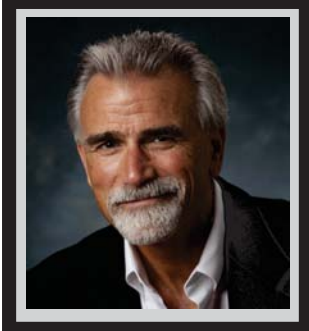


GARRETT ENLIGHTENS DENTAL

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Garrett Ludwig

Garrett's knowledge and experience are unparalleled in the dental industry. Learn how to spend less, save more and guarantee a substantial return on investment. For an energizing, information-packed session with Garrett call 860-209-0421 or 860-652-0841 today.



“An investment in knowledge pays the best interest.”

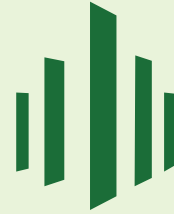
- Benjamin Franklin

Garrett Ludwig is currently booking training seminars that include the topics below. Take this opportunity to benefit by his vast knowledge of clinical and administrative dental practice operations and how they are optimized by effective design, building code compliance, construction and project management.

Dental office design involves a complex compilation of many disciplines. For that reason, we welcome questions that will help the attendees comprehend the value of each topic. But, it should be understood that each topic represents an expense or a savings. The effective administration of each line item will result in a calculable return on investment. Please review the abridged list of topics that will be included in the seminar.

- Practice analysis
- Avoiding the deception of statistics
- Determining your space needs
- Factoring useable versus leaseable space
- Emphasizing the need for a Feasibility Study
- Lease or purchase negotiations
- Demographic assessment
- Site assessment
- Zoning and Building Codes
- Pre-planning and budgeting
- Common pitfalls in dental office design
- Millwork design: custom v. pre-manufactured
- Contractor: GC vs. CM
- Site-supervision and project management
- Contract review and negotiations.

Whenever he is not designing or managing a project, you are likely to find Garrett astride a horse, a Harley, or a mountain bike.

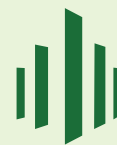


PRESENTATIONS (PARTIAL LISTING)

- Big Apple Dental Society, NY
- University of Connecticut, CT
- ADMC, CA
- Design Symposium, CA
- Speaking Consulting Network, FL
- Pioneer Valley Dental Society, MA
- Yankee Dental Congress, MA
- Hartford Dental Society, CT
- New Haven Dental Society, CT

FIVE MOST POPULAR SEMINARS

- Dental Office Design For “Smarties”
- Five Biggest Pitfalls In Do-It-Yourself Dental Office Design
- Dental Office Design: It’s All About The [Your] Money. And, What You Don’t Know Can Cost You Tens Of Thousands Of Dollars.
- The Business Of Dentistry: How It Is Impacted By Your Physical Space, And Vice Versa.
- The Nuts And Bolts Of Dental Office Design: Our Forty-Point Checklist Will Save You Thousands Of Dollars.



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LECTURES
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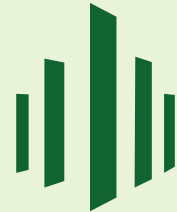
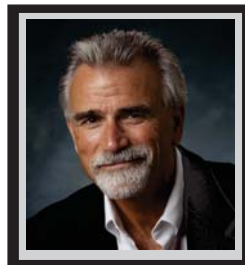
ANALYZE BEFORE YOU CAPITALIZE: The investment in this training will save you from a catastrophe and will reap tremendous dividends

1. What is the acreage of the site and what size is the structure that is planned?
2. Are there available tie-ins to a sanitary sewer?
3. Are there available tie-ins to a storm sewer?
4. What are the zoning classifications for the subject site and the abutters?
5. How accessible is electrical power to the site?
6. Is the site served by municipal water supply or well water; at what pressure?
7. Is natural gas available?
8. Does the property abut a wetlands district?
9. Has a soil test been performed to determine: percolation; compaction; contamination?
10. Is a dental office a permitted use at the proposed location?



“Success is where preparation and opportunity meet.”

Bobby Unser-



- ACREAGE
- ZONING
- PERMITTED USE
- PROPERTY LINE SETBACKS
- EXCAVATION
- CURB CUTS
- DECELERATION LANE
- INGRESS/EGRESS
- PARKING
- SIGNAGE
- SANITARY WASTE MANAGEMENT
- STORM WATER MANAGEMENT
- POWER
- CONTAMINATION
- LEDGE
- SOILS
- BUFFERS
- LIGHTING
- WETLANDS
- REFUSE MANAGEMENT
- MUNICIPAL WATER SOURCE
- GAS SOURCE
- ELECTRICAL SERVICE



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KNOWLEDGE IS POWER



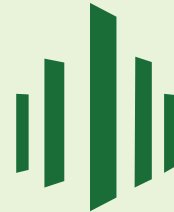
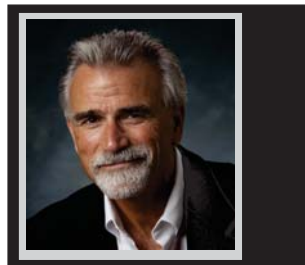
Check, cross-check and thoroughly quantify your square-footage needs, before searching for a facility.

PRACTICE SPACE NEEDS ASSESSMENT- DON'T GET CAUGHT SHORT?

1. Leaseable vs. useable: Most leased space, as advertised, includes a portion of the thickness of the perimeter walls. As a result, it is essential that your needs profile be predicated on the [measured] "useable" space.
2. Partitions, chases, columns all have mass: Therefore, they consume useable space and must be calculated into the "need factor"
3. Passageways: Passageway space needs are based on compliance with ADA (Americans with Disabilities Act) and Life Safety and must also be calculated in the "need factor".
4. Storage: Supplies, utilities and medical gases all require space, and are the most overlooked component of space calculation.



"He typically saves more in negotiated agreements and construction costs that actually exceed the fees for his professional services."



- VESTIBULE
- WAITING
- CHARTS
- KIDS WAITING
- GREETER
- BUSINESS SUPPORT
- TREATMENT COORDINATORS
- PRACTICE ADMINISTRATOR
- PUBLIC LAVATORIES
- STAFF LAVATORY
- PRIVATE LAVATORY
- TECHNICAL WORK SPACE
- ADJUSTMENT SPACE
- STERILIZATION
- TREATMENT
- HYGIENE
- PANOREX/CONE BEAM
- PERIAPICAL X-RAY
- EXTRA-ORAL PHOTO
- STORAGE
- ORDERING
- PRIVATE OFFICE(S)
- BUILDING UTILITY
- DENTAL UTILITIES
- STAFF LOCKERS
- STAFF CHANGING
- SERVER ROOM: IT/PHONE
- ANALGESIA
- BREAK ROOM
- DELIVERIES



**GARRETT
EDUCATES
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