

CASE STUDY

Achieving Transformative Group Practice Growth



Dr. McDowell, an experienced orthodontist located in Florida, is dedicated to both his community and providing exceptional care. With board certification—an accomplishment attained by only a quarter of orthodontists—Dr. McDowell has been serving the same community since 1987, fostering the growth of a devoted patient following.

Transforming The Practice

After decades of successfully managing a renowned group practice alongside a partner, and overseeing six locations, three doctors, and a dedicated team of approximately 45 staff members, Dr. McDowell initiated plans for the practice's evolution. These plans included scaling the business and its profitability, implementing an associate equity program to support its growth, and ultimately considering an exit strategy. In his quest to secure top-notch guidance and coaching, Dr. McDowell engaged the founders of Polaris Healthcare Partners.

Overcoming Challenges

When initially partnering with Polaris, Dr. McDowell sought advice on associate equity and other consulting support to propel his practice to the next level of growth. However, in the midst of this strategic planning, Dr. McDowell found himself at a critical juncture: His partner was no longer aligned with the original vision.

Polaris helped Dr. McDowell reorient efforts toward a proper separation of partners without compromising the value Dr. McDowell had built over years of delivering excellent care. Polaris not only provided strategic consulting and sell-side advisory services but also aligned with Dr. McDowell on a shared vision, defined goals to realize the larger vision, established a realistic growth timeline, and, most importantly, maintained a positive focus on each consecutive step towards success. Through collaborative and targeted efforts, Polaris assisted Dr. McDowell in achieving his long-term goals, even though the journey unfolded differently than initially envisioned—and remarkably, did so more quickly than anticipated.

Realizing The Vision

With a clear and concise approach, Polaris propelled Dr. McDowell and his group practice towards his goals. Importantly, Dr. McDowell was fully committed to the process. Together, they **increased the group practice's EBITDA by 40%** (estimated earnings before interest, taxes, depreciation, and amortization) were able to **shorten the timeline toward the sell-side milestone from over two years to just 18 months.**

Due to this collective work, Polaris was able to transact the sale to Eau Claire, Wisconsin-based DSO Specialty Smile Partners at **nearly double the initially expected value**, positioning Dr. McDowell to maximize his potential over the next 5-7 years. As a result, Dr. McDowell is now happy to continue with patient care, but with a growing company much bigger than he alone.

“The work with Polaris Healthcare has allowed me to enter a new chapter where I can eventually help my company grow without being tied to the chair all the time.”

Dr. McDowell
All Smiles Orthodontics
Florida

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