Welcome
AGENDA

- Why Central Pacific Bank?
- What can Central Pacific Bank do to help?
- Central Pacific Bank’s Mission
Why Central Pacific Bank?
CPB was founded on the principle of serving underserved markets.

- Founded by a small group of World War II veterans in 1954 to help immigrant families build a life away from the plantations.
CPB recognizes that private practice physicians are a good credit risk and are busy providing a needed service to the community.

- Increasing Demand
- Decreased Supply
- Overall Good Creditworthiness
Increasing Demand

- Demographics of population
- Trend towards preventive services (rather than episodic/acute intervention) requiring more frequent physician interaction.
- More insured patients.
Decreased Supply

- Physicians are retiring faster than they can be replaced.
- Physicians across the board are working less
- Decreased productivity
  - Higher administrative load (e.g. EMR’s, ICD-10 conversion, etc.)
- Inability to increase physician supply in short-term
  - 8 year minimum from new med school admission.
Creditworthiness!

- The medical industry are much lower risk than other businesses
  - Lower bankruptcy
  - Lower delinquency
  - Lower charge off percentage
  - Lower failure rate
  - Lower industry risk
CPB is making an effort to understand the challenges you face and come up with solutions.

- Health Care Trends
- New Physicians
Healthcare Trends

- **Technology**
  - Increased demand for data to make decisions (CMS quality reporting and Meaningful Use Initiatives, EHR’s)
  - Data Security (HIPAA)

- **Consolidation**
  - Formation of Group Practices

- **Heightened risk of cash flow disruption**
  - ICD-10 conversion
  - Compliance with CMS’s quality reporting and Meaningful use initiatives, Electronic Prescribing (eRx) Incentive Program, and Physician Quality Reporting System (PQRS).
New Physicians

- **Challenges**
  - High amounts of med school and college debt
  - Lack of funds for down payment
  - Short work history

- **Benefits**
  - High Income potential
  - Guaranteed employability
  - Extraordinary personal investment “personal capital”
  - Client for life
What Can Central Pacific Bank Do To Help?
Physician Loan Program

- Up to 100% financing
- 10 year term
- Exclusive rate and fee structure
- Simplified loan application, quick loan approval and funding for loans up to $250,000
Access to Capital

- Acquire equipment / technology / furniture & fixtures
- Office improvements
- Group practice formation / office expansion
- Practice acquisition / start-up
- Line of credit in anticipation of cash flow disruption.
Maximize Cash Flow

- Refinance existing practice debt to lower payments and/or reduce rate
  - Maximize contributions to tax deferred investments
  - Obtain financing to purchase a home
Central Pacific Bank’s Mission
Central Pacific Bank’s Mission

- PROSPER
  - help establish and build your practice

- LEGACY
  - help get out of debt, build your estate and pass it on