



# Health Care Medical and Dental Professionals Trinidad & Tobago



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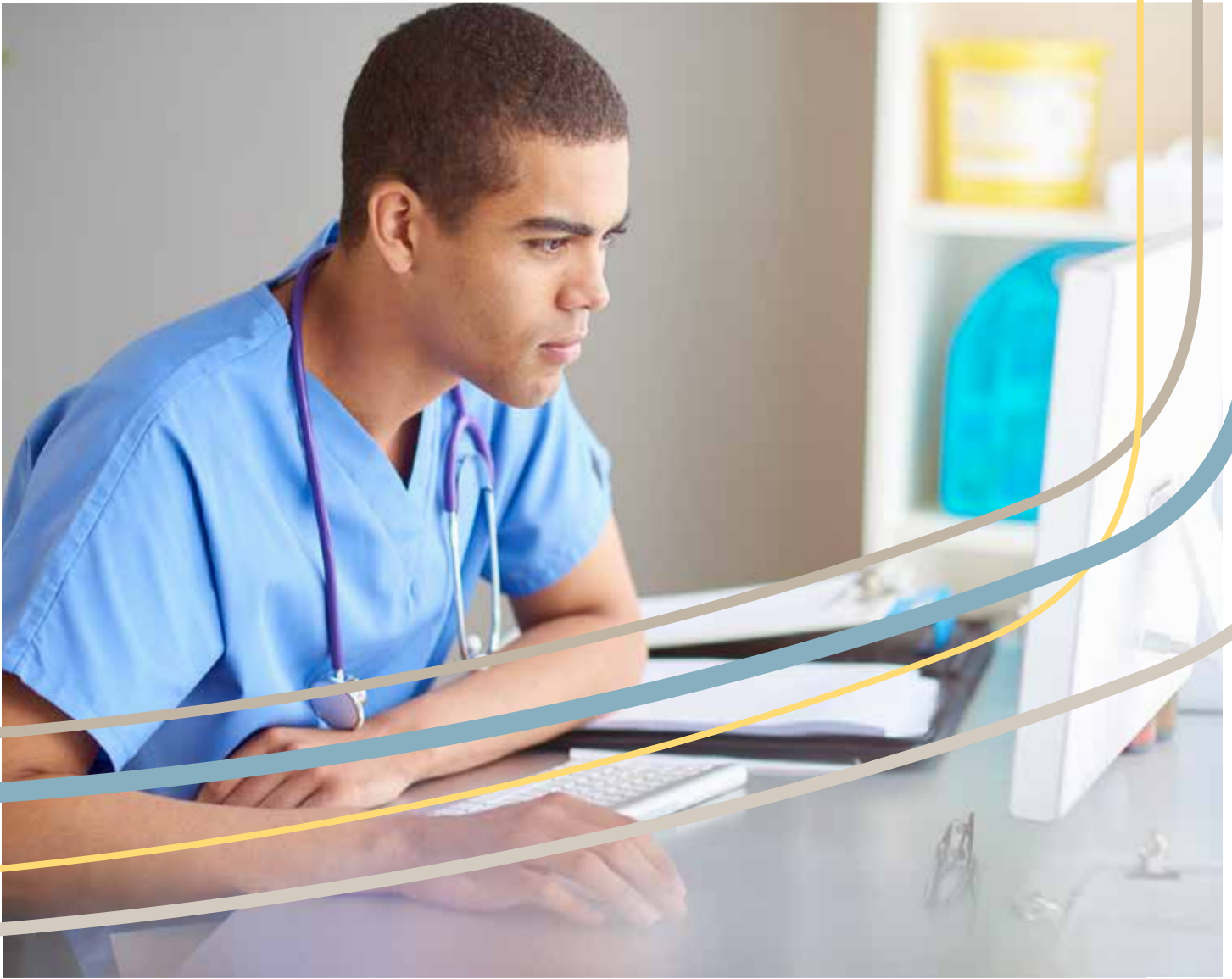
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# RBC Healthcare Professionals Package

As a Health Care Professional, we know that your journey from student to practicing is a long one.

At RBC Royal Bank<sup>®</sup>, we want to understand your unique needs at each stage of your journey and to offer you financial solutions and advice that address both your personal and business needs.



## Student

### Understanding your personal needs as a Student:

If you have decided to pursue a degree in an accredited medical or dental profession you may need to consider the following:

- How are you going to fund your education?
- How are you going to pay for school supplies?
- Do you need a laptop or tablet for projects, research etc.?
- How do you plan to pay rent and other bills?
- Do you have a savings plan to manage your expenses?

## We're here to help

We can provide financing through solutions like personal loans and credit cards to assist with:

- Tuition
- School supplies
- Travel & Transportation costs
- Rent
- Other expenses such as food, utilities and mobile

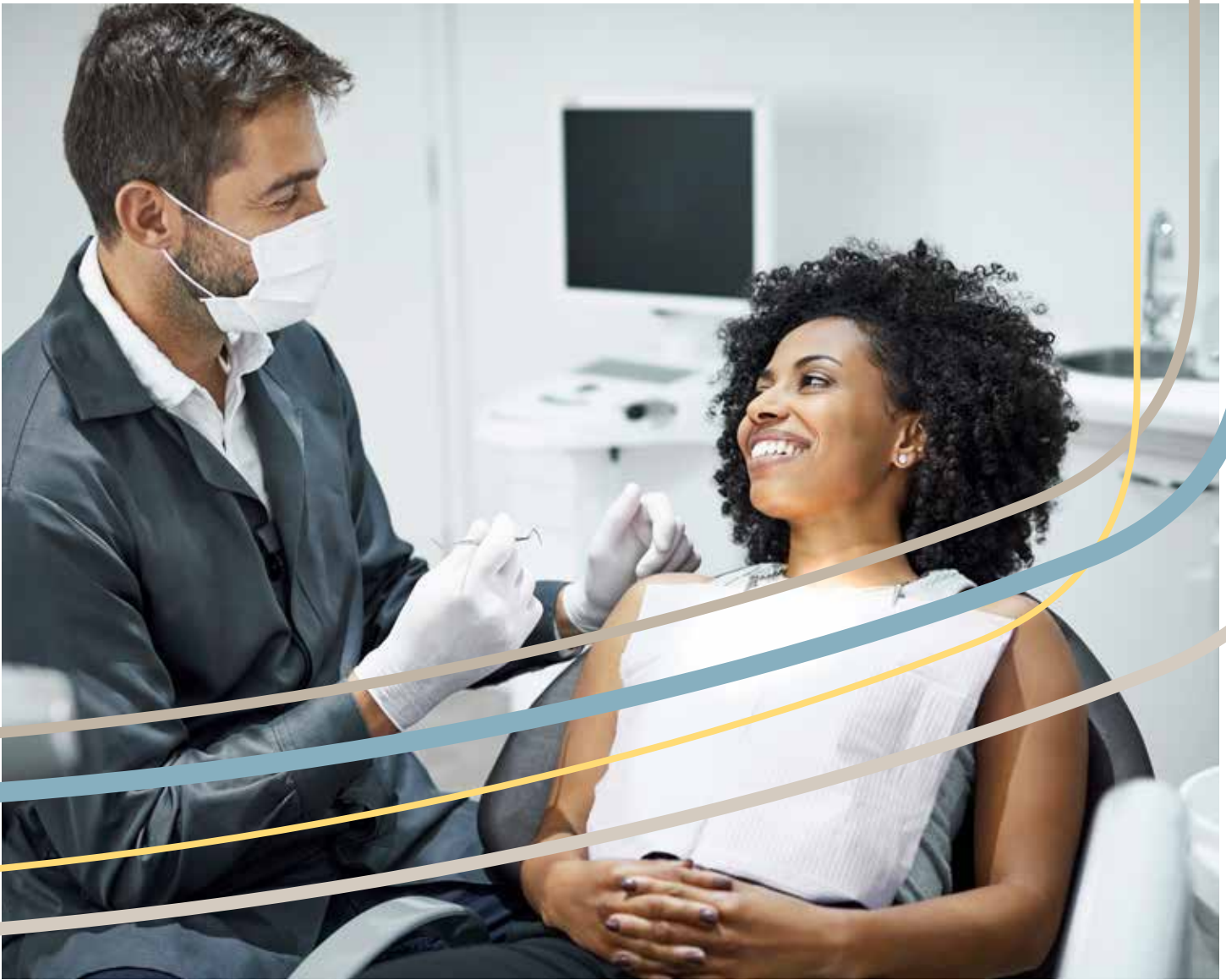
*\* Parent(s)/Legal Guardian(s) will be the borrower(s) on all personal loan applications*

We will also talk with you about managing expenses and the value of saving and budgeting to cover your fixed, living and discretionary costs.

And to make remote banking easy and convenient while at school, we will introduce you to our digital banking solutions including RBCs Mobile Banking application, On-Line Banking and ATM.







## Transitioning to Practice

As you transition from student and internship to a practicing doctor or dentist, we will continue to help you address your financial needs!

### **Understanding your personal needs as a licensed Professional:**

In the Professional phase of your medical or dental career, you may be thinking:

- I am ready to buy a home
- I need to purchase a car
- I would like to start my own practice now or in the near future
- My patient schedule leaves me little time for banking
- I need some advice on managing my student debt
- I need to build an investment portfolio

## We're here to help

### Managing Expenses

Given the expense of pursuing an education, we continue to take every opportunity to prepare you for career and financial success.

- An RBC Personal Line of Credit lets you enjoy immediate access to funds that cover a wide range of short and long term personal expenses including paying student debt.
- An RBC Credit Card® is a safe and convenient way to pay for purchases and can be an indispensable backup in emergency situations whether you're home or abroad.

### Purchasing your home or vehicle

Whether you're ready to purchase a home or buy a car, we have financing options to meet your needs:

- Preferred pricing on Conventional Residential Mortgages, Investment Property, Land Purchase, Construction Lending, Bridge Loans and Switch Mortgages
- Preferred financing rates for new and used cars
- Flexible repayment terms

### Private Banking

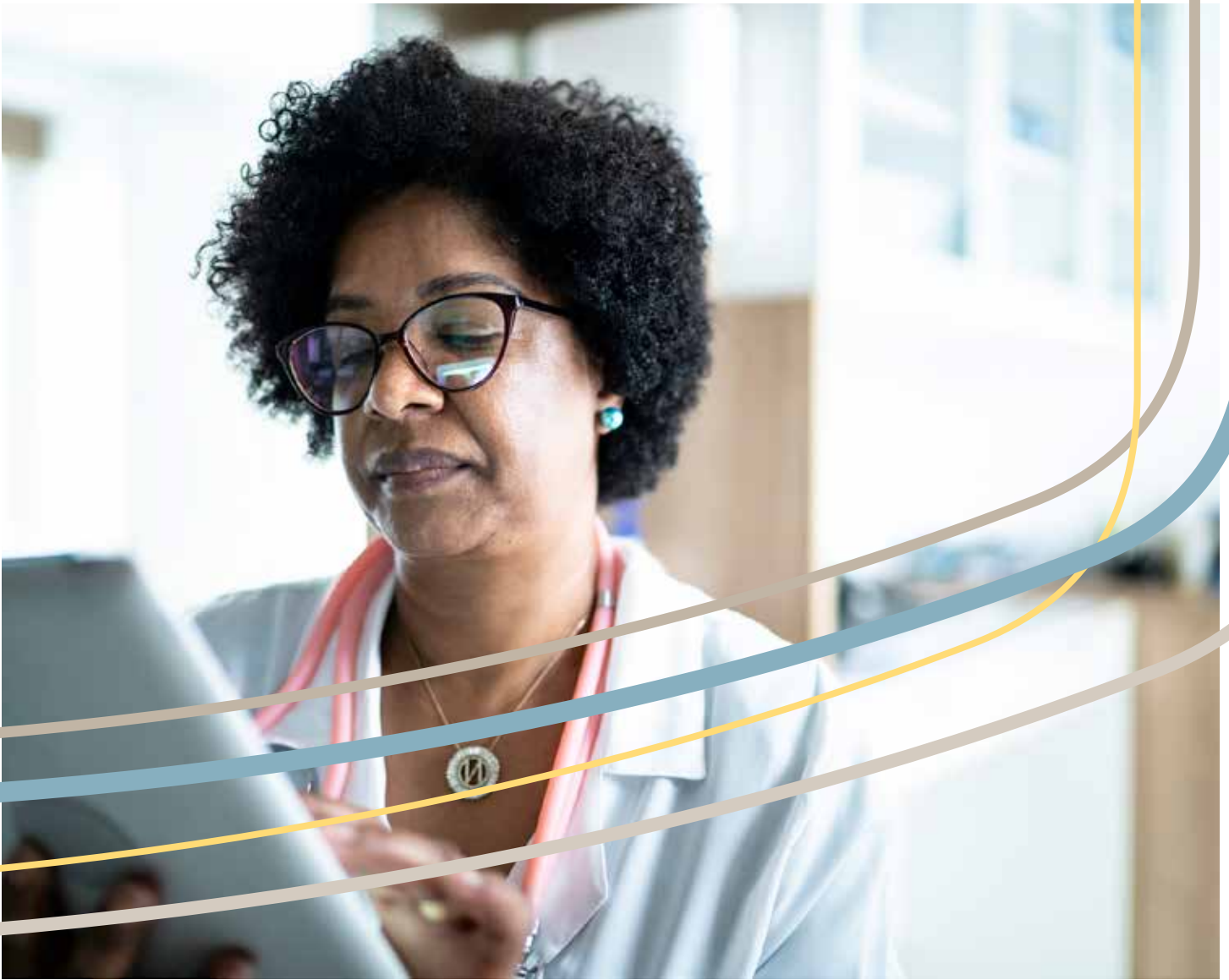
Introducing Private Banking. While we make financing easy, we do want to help you find ways to manage debt and grow wealth, delivering timely and proactive advice which takes into consideration:

- Safety of principal
- Return on investment
- Access to cash when you need it

### Making banking convenient and easy

With time always at a premium, just as you did when you started with us as a student, digital, online, mobile and ATM banking remains an easy and convenient way to keep your patient schedule and still get banking done on time. We offer you:

- 24/7 access to your bank accounts through our Digital banking solutions (Online Banking, Mobile Banking and ATM), at no charge. Simply download the RBC Caribbean app on your phone; access via RBC's website on your laptop or visit any of our conveniently located ATMs . With our digital banking solutions, you can:
  - View and monitor account balances and transaction history
  - Transfer funds between your accounts and to other banks
  - Pay bills electronically



## Starting your own Practice

You've decided to start your own practice. Congratulations! While you take care of your patients, we will continue to take care of you.

### **Understanding your practice needs:**

As you get ready to start your practice, it will be important to think about your practice philosophy which defines the premise of your practice and the services you offer. You may also consider the patient demographic you want to serve, for example, based on the services you plan to offer, which patients are you likely to attract. This will help you make decisions on where you locate the practice, how to promote or profile your practice to increase repeat and referral business, your average price per visit and how you cater to your target patient expectations.



Here are some additional considerations:

- How to structure your practice?
- Will you need the help of an Associate?
- What payment options will you offer patients?
- What payment options are available to you from your medical or dental suppliers?
- Will you purchase or rent new office space or existing office space?
- Will you purchase new equipment and furniture or should you buy used?

## We're here to help

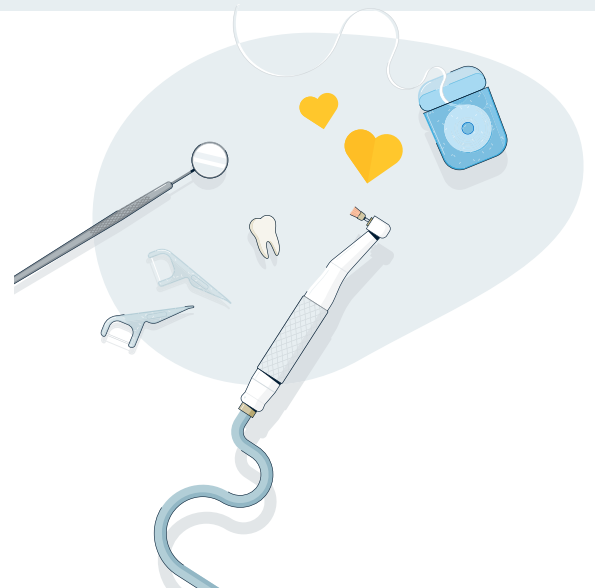
RBC has business and personal financial solutions and advice to help you start your practice.

### First, we learn about your plans for the Practice

Few events are more exciting than starting your very own practice. At RBC, you will have access to a dedicated Relationship Manager - Business Banking, who understands your needs as a Health Care Professional and will take the time to listen to your plans and to provide holistic advice to help you build a healthy practice.

Your Relationship Manager will explore with you and advise on:

- **Business Structures** and the difference between a sole proprietorship, partnership and corporation
- **Acquisition of Office Space** and the decision between purchasing or renting
- **Practice Management** considering ways to attract and build an active patient base
- **Financial Management** including cash management and payment options



## Financial Solutions:

After we listen and learn, we will offer preferred terms and pricing on a range of possible solutions to meet your above needs including:

- Commercial Mortgages
- Commercial Equipment Term Loans
- Working Capital and Commercial Overdrafts
- Commercial Car Loans
- Credit cards

## Cash Management and Payment Solutions:

We know that cash flow is important to help you efficiently manage the day to day operations of your practice. That's why we're ready to deliver advice on:

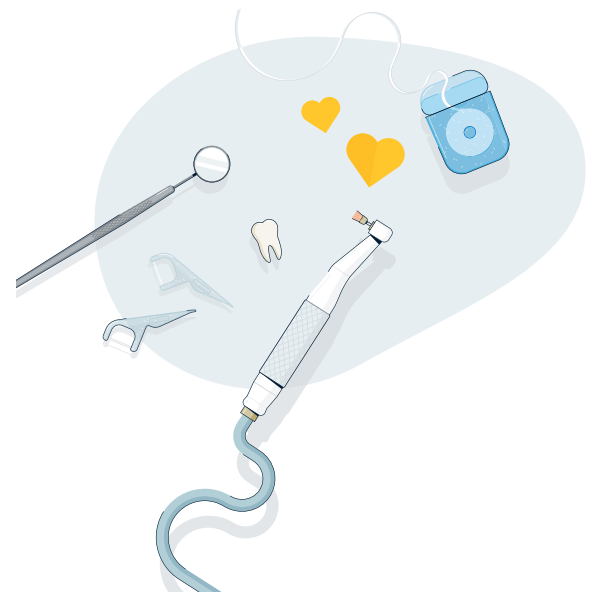
- **Point-of-Sale Payment**, a fast, secure and cost effective way of receiving payment while increasing cash flow. This is also convenient to your patients as it offers them debit and credit card payment flexibility.
- **RBC Digital Banking for Business and Business Pay**, which delivers electronic payment options like transfers, bill payments, wires and automatic debit and credit payments, expediting cash directly into your account. Our digital banking solutions also let you take advantage of our e-statement capability, which offers you everyday access to view, manage and reconcile your banking statements. Unlike paper, you avoid the time spent waiting on a statement via mail.
- **Automated Direct Credit** enabling full payroll processing and deposit to employee accounts and **Automated Direct Debit** enabling you to collect any recurring, fixed or variable receivables where you have pre-authorized consent to automatically debit accounts at RBC or other local banks.



## Continue with Private Banking

Our Private Banking service philosophy revolves around building trusted, personal relationships with each of our high value clients. Solutions and advice include:

- Investment and Wealth Management Advisory Services
- Preferred pricing on Conventional Residential Mortgages, Investment Property, Land Purchase, Construction Lending, Bridge Loans and Switch Mortgages, Lines of Credit, Overdrafts and Auto Loans
- Deposit accounts and services for one monthly fee
- Exclusive Black Platinum Credit Card





## Growing your Practice

### Financing the purchase and upgrade of your business premises

Your practice is thriving, your patient base increasing and you've decided to expand. Expansion may be additional services in your current location or maybe you've decided to add additional locations. We're ready to discuss your plans and the right solutions to help you grow successfully.

## Understanding your growing business needs:

Your relationship manager will continue to talk with you about:

- **Business Structures** and any changes you may be considering like moving from a sole proprietorship to a partnership, for example.
- **Expansion** of your practice may require renovation to your existing office space or acquisition of additional space. And with the rapid pace of technological innovation in your industry, we understand the need to continuously invest in equipment upgrades to respond to patient expectation and to remain efficient and competitive.
- **Practice Management** which will now consider how you will manage a growing and/or changing patient demographic
- **Financial Management** will strengthen the focus on sufficient cash flow to service your growing needs.

## We're here to help

Build a healthy practice every step of the way with RBC Royal Bank® Health Care Financials solutions.

In addition to preferred terms and pricing on **commercial mortgages, overdrafts, equipment term loans, working capital, car loans and credit cards** to service your growing needs, increasing cash flow to service your financial obligations is a priority.

### Payment Solutions

A growing patient base will demand the use of advanced business electronic payment solutions to expedite cash flow. This means making it easy, fast and secure for your patients to pay you.

- We can provide reliable processing and management of card payment services, through our suite of Merchant Solutions
- With our Point of Sale, EZ Pay 2.0 and MultiPay devices, we can make it safer to do business by providing an alternative to holding cash on site or expecting patients to carry cash.



And all our payment solutions include:

- Fast and easy installation
- Excellent service and support from Business Electronic Services Team
- Ease of doing business with any of the RBC payment solution services

### **Saving and Investing**

While your practice requires a certain level of cash to operate and cover planned and unforeseen expenses, any surplus cash should be profitably invested to ensure the future security and long-term stability of your practice.

Your Business and Private Banking Team will work together to deliver value-add solutions designed to meet your financing needs and help you build equity in your company, acquire or diversify investment holdings, purchase real estate, provide financial assistance for family members, or consolidate your existing lending.

### **Investment Advisory Services**

If you prefer to take a more active role in your investments, your Private Banker will work with you and partner with wealth management experts and investment advisors to match your needs with the discretionary investment management you require. You will have a diverse selection of investments to choose from – everything from government bonds, corporate bonds, international equities, mutual funds and derivatives. We will leverage our local, regional and global financial networks to deliver sound investment guidance.



# Exiting your Practice

Maybe you've recently started practicing or started your own practice, and the thought of exiting your practice or retiring is distant. But it's never too early to plan ahead and we want to ensure you have a sufficient and recurring stream of income or assets to fund retirement. This may also include starting a new venture someday.

We also want you to have peace of mind in knowing that your family is cared for as needs and circumstances change. As we build our relationship with you, your Private Banker will introduce you to our Wealth Management and Estate Planning services to ensure your financial plan is complete.

We look forward to listening and learning about your evolving practice needs and plans, and recommending financial solutions and advice that's right for you, your practice and your family.

When you work with RBC Royal Bank, you're able to leverage the strength and reputation of one of the world's largest business banks. For more than 100 years we have served Caribbean businesses, always accepting responsibility to provide the resources, expertise and guidance to help you realize your financial goals.

As we seek to build strong and enduring relationships with you, we promise to call on the deep resources of our organization to put our strength at work for you!

## Disclaimer

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