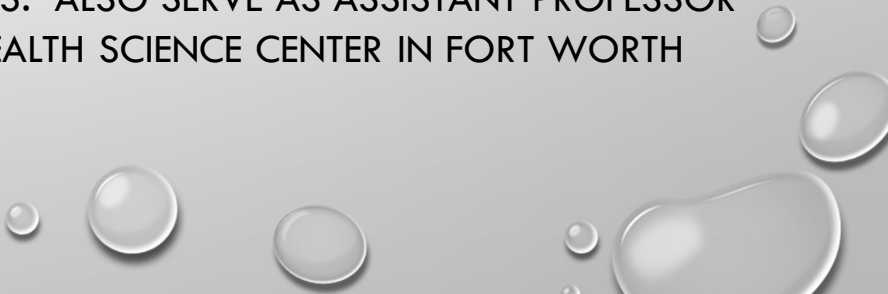


The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance. The text is centered in the middle of the slide.

**EASTERN SHORE  
ENTREPRENEURSHIP  
APRIL 12 2018**




# RON MATTHEWS

- 25 YEARS OF PHYSICIAN PRACTICE MANAGEMENT EXPERIENCE (NC, NY, TX, TN, FL, CT) FOR SEVERAL LARGE PRACTICES IN EMERGENCY MEDICINE, ANESTHESIA, RADIOLOGY AND PRIMARY/SPECIALTY CARE
  - CPA, MBA
  - EASTERN SHORE "COME BACK HERE" MARRIED TO A EASTERN SHORE NATIVE
  - RETURNED TO EASTERN SHORE IN 2009 TO DEVELOP BUSINESS OPPORTUNITIES THAT CAN BRING SUSTAINABLE, RESPONSIBLE GROWTH TO OUR AREA AND BE CLOSER TO FAMILY
  - STARTED 3 SMALL BUSINESSES ON THE SHORE SINCE 2013. ALSO SERVE AS ASSISTANT PROFESSOR OF HEALTH SYSTEMS AT UNIVERSITY OF NORTH TEXAS HEALTH SCIENCE CENTER IN FORT WORTH
- 



# MEDCATALYST, LLC

- CREATED IN 2015
  - VIRTUAL PRACTICE MANAGEMENT SERVICES TO MEDICAL PRACTICES
    - BILLING AND COLLECTION, FINANCIAL REPORTING, BOOKKEEPING, CREDENTIALING, PROVIDER ENROLLMENT, CASH MANAGEMENT
    - ANESTHESIA AND INTRAOPERATIVE SURGICAL MONITORING
    - CLIENTS IN TEXAS AND OKLAHOMA
    - OFFICE IN EXMORE, VIRGINIA
- 




# MATTHEWS ADVENTURE, LLC

- CREATED IN 2013
  - MEDICAL PRACTICE AND BUSINESS CONSULTING
  - MANAGED CARE CONTRACTING, INTERIM EXECUTIVE AND STAFFING SERVICES AND ADVISORY SERVICES FOR EXPERT NETWORKS
  - SERVICES GENERALLY INVOLVE TRAVEL TO CLIENT SITES AS WELL AS VIRTUAL SERVICES
  - CLIENTS IN TEXAS, OKLAHOMA, FLORIDA, NEW YORK
  - OFFICE IN EXMORE, VIRGINIA
- 



# SHORE GROWTH VENTURES, LLC

- CREATED IN 2014 (COFOUNDED WITH PAT COADY AND JT HOLLAND)
  - WORK WITH LOCAL ENTREPRENEURS TO PROVIDE CAPITAL, MENTORING AND SUPPORT TO NEW BUSINESSES
  - WILL MAKE CAPITAL INVESTMENTS OF UP TO \$200,000
  - WILL SERVE AS FORMAL/INFORMAL ADVISORS TO ASSIST IN GROWTH OF BUSINESS
- 



# LESSONS LEARNED

- START INNOVATING (EVEN IF YOU ARE STILL WORKING FOR SOMEONE ELSE)
  - DON'T FEAR FAILURE BUT HEDGE AGAINST IT (SEE LAST BULLET)
  - GET ADVICE FROM DIFFERENT PERSPECTIVES
  - SEEK A “SERIES” OF PART TIME JOBS
  - YOU CAN START WITH SMALL INVESTMENTS, BUT BE SURE TO SIZE THE INVESTMENT TO YOUR PLANS AND NEEDS
  - DON'T BE AFRAID OF THE BIG GUYS, BEING SMALL HAS ITS ADVANTAGES TOO
- 