

KINGED, LLC PROFESSIONAL CONSULTING SERVICES

YOUR GATEWAY TO A SECURE FUTURE KNOWING ROUGH ECONOMIC SEAS ARE FAR BEHIND

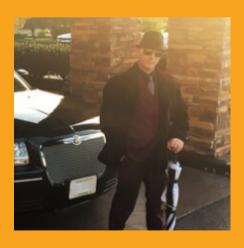
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PROFESSIONAL CONSULTING SERVICES

As a professional consultant, David has provided hundreds of mental health, addictions, case management, academic and medical professionals (including the administrative staff, executives, and CEOs of various treatment agencies), with the training and guidance necessary to not only launch new centers and programs but ensure they thrive.



WHY TREATMENT AS A BUSINESS MODEL AND WHY NOW?



Simply because demand for mental health and addiction treatment services is surging. As America reels from an opiate epidemic and mass shootings by the psychiatrically ill, entrepreneurs in this space are grasping blue ocean opportunities to thrive while making a real difference.

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THE FOUNDER

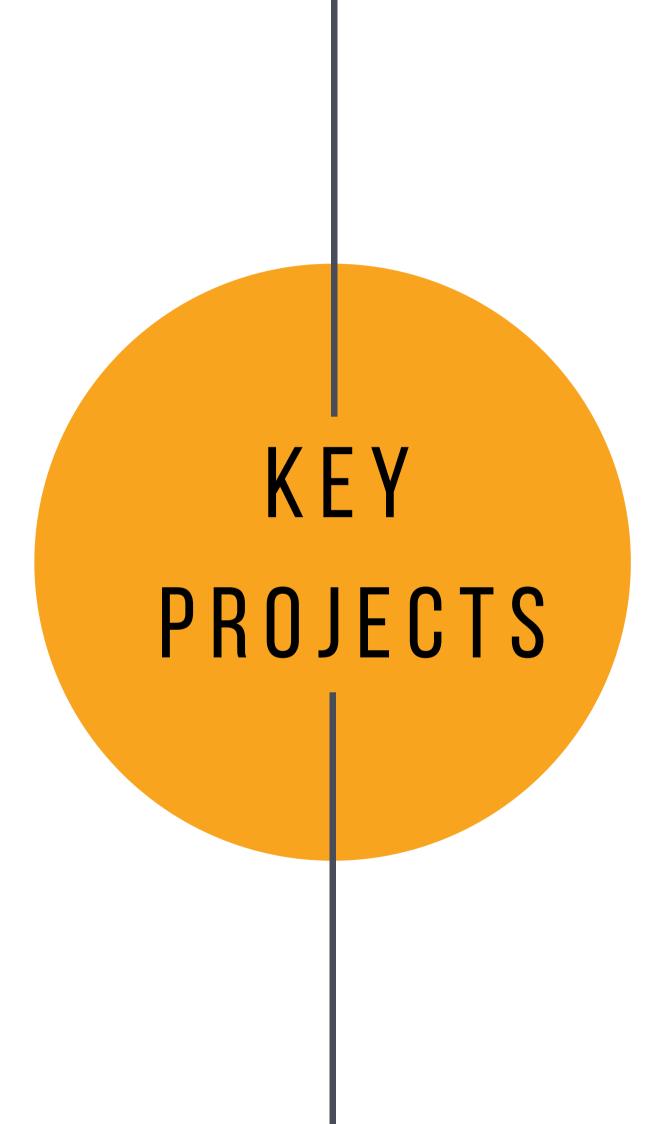
Distinguished Clinician and Expert Psychotherapist

David Kingsbury is an avid clinician with a passion for helping people overcome obstacles, achieve happiness, and discover their life purpose and direction. This is due, in large part, to the fact that he himself struggled with childhood trauma, crippling PTSD, depression, and substance abuse. Finding his recovery and faith, along with wanting to help others conquer challenges similar to his own, are major motivators for his personal mission and professional work.

David holds undergraduate degrees in Psychology and Theology as well as his Master's in Clinical Counseling. Over the years, he's worked with a diverse client population, addressing areas such as severe mental illness including schizophrenia & bipolar disorder, developmental & intellectual disorders, child and adolescent therapy, anxiety & depression, marriage and family therapy, grief, substance abuse, trauma, and group counselling.

ABOUT DAVID

- Executive Consultant
- Licensed Psychotherapist
- Steadfast Mentor & Life Coach
- Public Speaker & Educator
- Professional Copywriter
- Innovator & Entrepreneur
- Family Man



ADDITIONAL LEVELS OF CARE

Without violating our clients' confidentiality, I'd like to share some of their stories. Take a look at these past ventures' success rates and judge for yourself if professional consulting is as potent as it seems.

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Please note that to protect confidentiality, client and agency names in all the case studies have been changed

THE CLIENT

Recovery Place was already on solid footing when we began evaluating their future. They approached David Kingsbury for professional consulting services due to their owner's forward-thinking and strategic mind.

THE PROBLEM

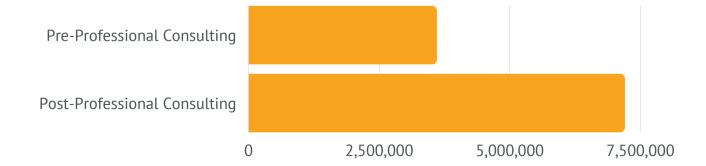
At the time, the company had a substantial profit margin and associated savings. They desired to leverage their assets for explosive growth. David assured them that, in their case, the best route was not to reinvent the wheel but instead replicate their existing model, thereby multiplying the impact and revenue generated by tapping new markets.

Recovery Place owned three residential centers, each outfitted with a full array of wrap-around and ancillary services. In all, annual revenue trended toward \$3.6M. Together, David and their CEO considered the best locations and safest options of making the leap without jeopardizing their existing infrastructure.

THE SOLUTION

A detailed plan was systematically executed to link building acquisition, renovation completion, licensing, credentialing, and new staff acquisition so everything flowed seamlessly. In less than eight months, they had doubled in size to six residential centers and were fully operational across the board.

THE OUTCOME



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THE CLIENT

ABC Treatment Inc. was a non-accredited treatment center with three outpatient offices and a team of trained clinicians. It generated an annual revenue of \$468,000 by providing 390 sessions a month.

THE PROBLEM

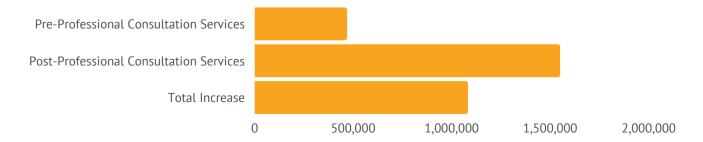
ABC's main problem was that they were not accredited and the founder wanted to expand the business to new locations and markets. Without prior business expertise, the founder was struggling to tackle the complexities of understanding dissimilar insurance policies, obtaining authorizations, modifying claims, and fighting denials.

THE SOLUTION

Kinged LLC suggested a threefold business approach that not only helped the client expand their services but also revamp their policies and procedures to conform to the standards necessary for accreditation. Furthermore, the business facility was renovated to support its expansion plans. As a result, ABC Treatment Inc. transformed into a multiple levels of care agency, providing not only outpatient but also residential services.

THE OUTCOME

After the final consultation with Mr. Kingsbury, the average length of stay at the center was 28 days and the billing rate was \$230 per diem. Operating at a median occupancy of 14 clients, ABC Treatment Inc. increased both the impact and the company's revenue by \$90,160 per month, or \$1,081,920 annually.



07

THE CLIENT

Happy Minds was a mental health agency operating outpatient clinics in three different counties. Their average revenue per center was roughly \$40,000 per month. Wanting to remain strictly outpatient but diversify their service array, they sought out Kinged, LLC.

THE PROBLEM

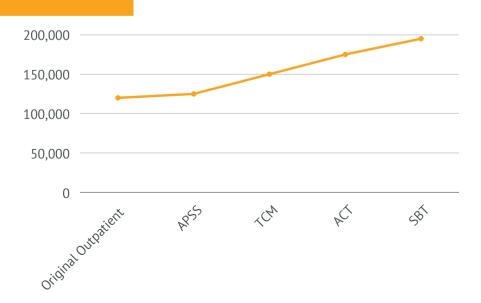
The client wanted to expand their services but lacked the expertise required. Company management was faced with the following challenges: the physical space, regulatory processes, staff, and other considerations necessary for implementing the desired expansion.

THE SOLUTION

After contacting Kinged LLC, David Kingsbury walked them through the available options and, together, they drafted a roadmap. This included regulatory, clinical, and administrative components necessary for launching the programs Assertive Community Treatment (ACT), Targeted Case Management (TCM), Adult Peer Support Services (APSS), and School-Based Therapy (SBT) for their child and adolescent populations. Within six months, Kinged, LLC's Professional Consultation Services helped Happy Minds implement all four services successfully.

THE OUTCOME

As result а of consultation with Kinged LLC. Happy Minds increased their monthly revenue by \$75,039, or \$900,468 annually. And they left money on the table because there were still available services they chose not to implement at that time.



08

THE CLIENT

John traded stocks and had amassed a sizable sum he wanted to deploy for a high ROI with a quick turn-around. He needed to expand his assets for a future venture and was scouring the markets for a lucrative opportunity.

THE PROBLEM

The client wanted to increase his return on investment and sought a well-trusted source with considerable experience. Having multiple potential directions in which to allocate his capital, John required something cutting-edge that was poised to trend upward rapidly. However, he needed a guide in the behavioral health field to show him just where this opportunity could be found. The year was 2013.

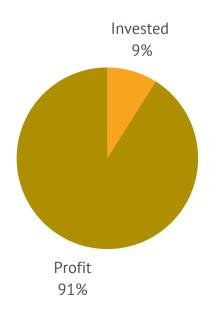
THE SOLUTION

After assessing John's target goal and available capital, David directed him toward the addictions field. Prior to that time, substance abuse treatment was something most insurers would not cover. Treatment was accessed primarily through private funding, grants, or community programs.

David Kingsbury discussed the Affordable Care Act's passage, set to take effect in 2014. John's golden ticket lay imbedded within it: parity between mental health and chemical dependency treatment. Soon, insurance companies would be required to pay claims for SUD care and the area of greatest return was residential services.

THE OUTCOME

Ahead of the curve, John swooped in and dominated his area while competition was low and insurance guidelines were less stringent. Not only did he make a positive impact, but his investment of \$80,000 returned over a million dollars (\$1,100,000) in revenue that year. That's an annualized return on investment of 1,275%!



09

THE CLIENT

Foolish Inc., was on the brink of bankruptcy and closure due to the stubborn and impulsive traits of its CEO. Although he had executives with outstanding qualifications, he struggled to invite or act upon their input. In short, poor management was running the ship aground.

THE PROBLEM

In addition to company-wide poor communication, the center's direction shifted haphazardly with little or no notice for staff to adapt to sweeping changes. Organizational chaos, weak follow-through, and poorly researched decisions culminated in a number of serious financial issues. When David and he met, the CEO's focus was on how to start new programs with hardly any funding or company savings established beforehand.

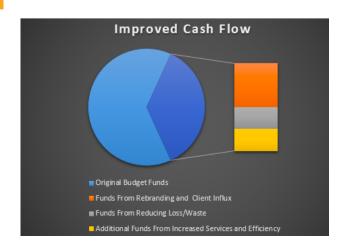
THE SOLUTION

After an analysis, Kinged, LLC was forced to decline Foolish, Inc.'s application for assistance with their goal of expansion. David offered instead to help them in their obvious struggle for survival and then, perhaps down the road once they were more stable, expansion could be considered. Revamping admissions department staff while enacting effective marketing strategies boosted their incoming prospects.

The center also changed its name and underwent massive rebranding through aggressive public relations campaigns. Improving communication systems within the organization heightened employee morale and teamwork. In these and other ways, the center pulled together, pushing through obstacles on to ultimate success.

THE OUTCOME

When it first began professional consulting services with Kinged, LLC, the business was barely making a budget, which was roughly \$700,000. By the end, however, it had moved from near death to thriving and expanded its revenue to \$1.1 million, a 57% improvement.



CONTACT US SUPPORT@DKKINGED.COM

"I'm not wrestling any competition in that space and am only interested in assisting quality centers truly help people succeed. And, hey, along the way, there's a financial windfall. That's a nice bonus. I've struggled with mental illness and addiction myself so I know how incredible it is to experience freedom. Companies that can give this to their patients, and I mean really change their lives for the better, deserve to be compensated for the work they're doing."