



Is it Time to SELL, BUY, or EXPAND Your Dental Practice?

The dental landscape is rapidly changing . . . Are you ready to take the next step?

- **Planning to sell your practice soon?** What can you expect? When should you start planning? How can you make your practice more attractive to buyers?
- **Looking to buy a practice now or in the next year or two?** How big? Where? Rural, urban, or suburban? Are you ready to own? Will you need bank financing?
- **Considering adding a satellite practice or buying in/merging with an existing practice?** How will you find the right practice? Whom will you approach?

What factors make a dental practice irresistible to buyers, driving its valuation higher (or lower) in the current market? What kinds of financial records, business systems, personnel considerations and financing options come into play during a practice purchase or sale? What are the pitfalls and booby traps to beware when moving from a single practice to multiple-practice ownership? How do you know whether your geographic market is most favorable to buyers or sellers at this point in time?

Dr. Paul Goodman who has purchased three dental practices, helps retiring dentists manage the expectations of their patients and team members during the transition process. He is ready, willing, and eager to share insider secrets gleaned from his personal experiences in this information-packed lecture that takes the mystery out of the business acquisition game.

This comprehensive course covers everything you'll need to know at the highest level, getting you ready for your own transition, whether that's purchase, sale, retirement, or something else.

Learning Objectives:

- Examine the current state of the dental practice transitions field. Is it a buyer's or seller's market?
- Review the key points and questions to ask when considering a practice broker
- Learn how to make your practice more attractive to a buyer
- Demystify the process of valuing a dental practice
- Identify key points to consider regarding the financial health of your practice
- Discover multiple ways to transition from owner to retiree
- Explore different ideas when it comes to multiple-practice ownership
- Assess the current state of your dental team and if they will stay with a buyer post-sale
- Review simple strategies to improve practice revenue

SUGGESTED AUDIENCE:

General Dentist, Specialists, Spouses; Key Team Members, Dental Students

SUGGESTED FORMATS:

Full, Partial or Multi-Day; Lecture

