



OPEN
for **BUSINESS**

PRACTICE OWNERSHIP MADE SIMPLE: Purchase or Start-Up with Confidence

Looking to own a dental practice, but unsure whether to buy or start from scratch?

Acquisitions, mergers, start-ups and partnership - which one is right for you? All will have long-term implications and challenges if you're guessing your way through the process.

In this presentation, Bob Affleck shares proven protocols drawn from over three decades helping thousands of dentists through their practice transition. Attendees will learn the various types of and key considerations as you take your first step toward practice ownership. They will receive processes, resources and a step-by-step action plan to guide them through the process. Learn how to immediately set your new practice up for success, increasing profitability and building a strong foundation for future growth.



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LEARNING OBJECTIVES

- Begin with the end in mind; explore vision, mission & values
- Explore steps into dental practice purchase: Search, Evaluate, Offer and Finance
- Learn a proven 8 step process to ensure success in buying or starting up
- Determine the demographics of the “right fit” practice
- Illuminate what to look for when assessing practice value and financial standing
- Remove the guesswork in finding the right lender; not all are equal
- Acknowledge considerations of the transition aftermath: managing team, systems, patients, and potential pitfalls.
- Discover how to create a positive transition for your new team and patients
- Understand how necessary it is creating the culture day one
- Explore the services to add which, when implemented, cultivate instant revenue growth
- Evaluate the pros and cons of a private sale vs. DSO

SUGGESTED AUDIENCE:

New Dentists and Existing Practice Owners

SUGGESTED FORMAT:

Partial Day;
Lecture, Workshop, Keynote