



## PRACTICE TRANSITIONS MADE SIMPLE: Buy, Grow and Get More Value When You Sell

### **Purchasing or selling a dental practice? How you transition the practice will make all the difference.**

Purchasing, owning, and transitioning a dental practice can have long-term implications and challenges if not done properly, such as determining its value, team and patient retention, tax planning and a successful transition. Without proper planning, transition strategies will be ineffective and lead to suboptimal outcomes. In fact, both buyers and sellers fail to fully understand how to fully optimize their practice value during a transition.

In this presentation, Bob Affleck shares proven protocols drawn from over three decades helping thousands of dentists through their practice transition. Attendees will understand the various types and key considerations in a practice transition. They will receive processes, resources, and a step-by-step action plan to guide them through buying, partnering, developing, retiring, and/or selling a dental practice. Emphasis is given to developing the business foundation and establishing a thriving practice to improve value, profitability and a smooth transition.



**Bob@DentalCoachUSA.com**

www.DentalCoachUSA.com | (949) 939-4550



## LEARNING OBJECTIVES

- Begin with the end in mind, setting goals and a timeline for transition
- Identify the business management strategies that successful, thriving practices employ
- Receive a detailed proven step-by-step plan for practice growth
- Understand what to look for in assessing practice value and financial standing
- Analyze the pros and cons between private sale vs DSO sale
- Explore steps into dental practice purchase: Search, Evaluate, Offer & Finance
- Examine steps in preparing for transition of your practice: Value, Plan, Readiness for the Market
- Acknowledge considerations of the transition aftermath: managing team, systems, patients and potential pitfalls
- Maximize retirement planning: options, security, practice value
- Learn to lead with confidence and greater impact
- Discover how to generate a collaborative culture that drives success and team satisfaction

**SUGGESTED AUDIENCE:**  
Dentists and Practice Owners

**SUGGESTED FORMAT:**  
Partial Day;  
Lecture, Workshop, Keynote