

LEARNING OBJECTIVES

- You've got options! Explore which one is right for you
- Assess the pros and cons of selling privately vs. DSO
- Explore a proven step-by-step process to maximize practice value
- Evaluate financial preparedness: Options, Security, Maximize Practice Value
- Understand how to create a positive transition plan for you, the buyer, your team, and patients
- Examine steps in preparing for the transition: Value, Plan, Readiness and Market
- Determine the steps in selling your dental practice: Market, Vet, Negotiate, Close
- Receive a reality check and what to expect when selling your practice to anyone
- Illuminate alternative exit strategies, beyond selling or retiring, including liquidation, partnerships, and mergers

SUGGESTED AUDIENCE:

Dentists and Practice Owners

SUGGESTED FORMAT:

Partial Day;
Lecture, Workshop, Keynote

EXIT STRATEGY MADE SIMPLE: How to Navigate and Get More Value When You Sell Your Practice

Unsure how to maximize your practice value or know where to seek guidance?

Whether retiring or selling your practice, it is important to plan ahead and consider all of your options as you prepare to exit the practice. In this presentation, Bob Affleck shares proven protocols drawn from over three decades helping thousands of dentists through their practice transitions.

Attendees will receive processes, resources, and a step-by-step action plan to guide them through the process of retiring and/or selling a dental practice. Emphasis is given to developing the business foundation and nurturing a thriving practice to improve value and transition success.

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