Plan Your Exit Strategy | Kirk Dewart
(1.5 hours including Q&A)

Building a practice doesn’t happen overnight. Every owner builds their own personal and unique story along the way. They develop their own style and philosophies that make a practice something special, one patient at a time. Building is one thing; transitioning what you value in your practice is something entirely different. Learn the right time to formulate a plan, what you should look for in an associate or buyer, how you can help them prepare, and establish realistic expectations in preserving your legacy.

Learning
1. When and How to Get Organized Around a Plan
2. Setting Realistic Expectations
3. Mentoring a Future Buyer

(1.5 hours including Q&A)

Understanding the structure, ownership, practice valuation, agreements and legal compliance of dental transitions.

Learning
1. Exit Structures
2. Using Restrictive Covenants, Non-Disclosure Agreements and Letters of Intent
3. Practice Valuations

15 Ways to Increase Practice Value ASAP | Roger P. Levin, D.D.S.
(1.5 hours including Q&A)

Increase the value of your dental practice through essential data that you should measure and review. Know your performance and profitability. Improve your operations and profitability with systems.

Learning
1. Key Performance Indicators
2. Internal and External Marketing
3. Systems

Considering A Sale Of Your Dental Practice? How To Make It Tax Efficient | Allen Schiff, C.P.A., C.F.E.
(1.5 hours including Q&A)

Dental practices contain many different types of assets, both tangible and intangible and each asset being sold requires thought and planning. There are separate accounting and tax rules that must be adhered to when you sell your Dental practice. Learn how to structure the asset allocation to minimize taxes and maximize value when selling a dental practice.

Learning
1. What Are You Really Selling? And, How Is It Taxed?
2. What Can You Expect to Net, after Taxes and Other Expenses of Sale?
3. Buyer and Seller Tax Consequences