

The Dental Practice Purchase: From Fear Factor to Fearless

**Purchasing a practice is a significant decision.
Missteps in the process can lead to years of financial distress.**

Owning a dental practice has never been more complex. Reimbursement levels are down, staffing costs are up, tax burdens are high, and regulatory compliance is complicated. *Yet financial opportunities still abound.* Dentists who purchase a healthy practice and successfully transition that practice under their management stand to earn as much now as any dentist in the past.

Wes Read, CPA, CFP® provides a clear blueprint for the practice acquisition journey through this fast-paced, high-content presentation. Attendees will learn how to locate practices for sale, review practice financial statements, select their advisory team, and submit a letter of intent. They will also learn the top Do's and Don'ts during the process of purchasing a practice. Additionally, attendees will learn how to start managing their future tax liability before closing on the practice.



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Learning Objectives:

- Recognize the key obstacles in a practice purchase and how to avoid them
- Identify sources which help you locate a dental practice to purchase
- Understand how to review the financial health of the target practice
- Know what to look for in selecting your team of advisors
- Analyze critical elements of the letter of intent and the due diligence process
- Understand the basic tax implications of buying a practice
- Explore case studies highlighting common pitfalls and how to avoid them
- Learn the difference between buying into a private practice and partnering with a DPO (optional course content below)

SUGGESTED AUDIENCE:

Dental Practice Buyers

SUGGESTED FORMAT:

Full or Partial Day; Lecture, Workshop, Keynote

OPTIONAL COURSE CONTENT:

Emerging Dental Partnership Organizations (DPOs)

Learn about the growing trend in large group practices known as DPOs and how buying into a DPO differs from traditional practice ownership.