

The Two-Edged Sword: Transitioning Into and Out of Dental Practice



McGill
Faculty of Dentistry
Continuing Dental Education

Friday, March 21, 2014 | 1:00pm - 4:00pm

Dentists: \$285

Please note that this course will be held in English

Program Summary

Because most dentists will buy or sell a practice only once in their professional careers it becomes imperative to get it right the first time because there are very real consequences for getting it wrong.

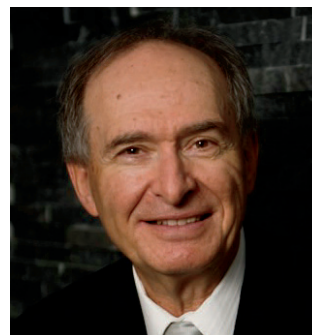
This presentation addresses how to identify and deal with the elements and strategies that can benefit or penalize either the buyers or the sellers in a practice transition: practice valuations; the factors that influence the value of dental practices; market factors; what you can do to enhance value as a buyer or a seller; tax considerations; legal pitfalls for the buyer or the seller; and creative strategies for achieving your transition goals.

Course Objectives

At the end of the presentation, the participant will have an understanding of:

- What are the financial considerations in planning retirement
- How to determine readiness to sell or buy a practice
- How to analyze current market conditions
- What are the key drivers of practice value
- How to identify strategies to maximize after-tax gain as a buyer or as a seller
- How to avoid pitfalls and costly traps in buying or selling
- How to assess the transitioning options for buying or selling
- How to create a transition plan

Bernard Dolansky,
DDS, MS (Cert Endo)



Dr. Dolansky was engaged in the specialty practice of Endodontics in Ottawa for thirty-seven years. He has been active at all levels of organized dentistry serving as President of the Ottawa Dental Society, the Ontario Dental Association and Canadian Dental Association with his particular interest residing in the economics of practice and electronic data interchange (EDI) areas. Having been in the dental practice transition business for fourteen years, Dr. Dolansky is currently working with Tier Three Brokerage, a leading dental practice transition company. In his present position he uses his past business experience to work with member of the dental profession in transition planning, the purchase and sale of dental practice evaluations, practice associate-ships, retirement planning and partnership arrangements.

