

BUYING OR SETTING UP YOUR DENTAL PRACTICE



Duration

1 day

Who should attend

- Anyone wanting to buy a dental practice or set one up from scratch.

CPD*

Australian clinicians are required to make their own assessment as to the number of CPD hours each course provides.



2012 Dates

Sydney

April 14 Sydney

October 27 Sydney

The seminar is held at
Prime Practice Headquarters
Level 1, 4 - 10 Bay St, Double Bay Sydney

Brought to you in
conjunction with
Dentist Job Search

DJS
Dentist job search

UNDERSTAND YOUR OPTIONS WHEN BUYING OR SETTING UP YOUR DENTAL PRACTICE

A dentist wanting to be a practice owner faces a large number of choices:

- Being the sole principal vs associate?
- Buying an existing practice vs setting one up from scratch?
- What is the impact of the corporate buyers?

This course will examine the pros, cons and costs of each option and what is the right choice for you.

Preparing to purchase or set up practice:

- Selection criteria for the ideal practice to buy, or premises to set up.
- Sources of financing.
- Interpreting profit and loss.
- Valuations: how to establish profitability and a fair price,
- Negotiations: how to reach a satisfactory agreement.
- Sale of practice contracts and legal considerations.

After you have purchased or set up your practice:

- How to make sure you have a smooth transition.
- Ranges for acceptable overheads.
- Your new role as manager and leader.
- Strategies for success.

VISIT WWW.PRIMEPRACTICE.COM.AU TO REGISTER,
OR CALL **02 9327 3060** FOR MORE DETAILS

“I really enjoyed the seminar. I had my expectations fully met and exceeded. I feel far more informed about a process that I was previously in the dark about. The presentation was done very clearly and was of very high quality. Thank you!”

Dr A. Graham, NSW

“The opportunity to listen to Phillip and Simon’s knowledge, guidance and advice was very inspiring and left me wanting to strive to be the best dentist, manager and leader that I can be.”

Dr J. Workman, NSW

“The wealth of information on purchasing a practice is paramount before even looking into the price of a practice. I now have a better idea as to whether I should buy, squat or continue working in another practice... the seminar spells out the ins and outs of how a practice works and should be run effectively and efficiently.

Dr N. Jamshidi, VIC

“A well-presented day of number-crunching with access to good financial and practical advice. Well worth attending.”

Dr J. Loftus, VIC

“Prime Practice is a quality business with talented and experienced teachers”

Dr D. Jones, NSW



