CURRICULUM

WILLIAM P. PRESCOTT, E.M.B.A., J.D.

JOINING AND LEAVING THE DENTAL PRACTICE©

The purpose of this Program is to educate the dentist, dental specialist and non-doctor spouse on all business, legal and tax aspects of joining or leaving practice. There will be significant discussion on the methods and tax obstacles of structuring associate buy-ins and owner buy-outs from the perspective of a tax attorney, and former dental equipment and supply representative, who exclusively represents dental and dental specialty practices in these transactions. Other important topics include solo group arrangements, associate contracts, finding and retaining quality employees, valuations, entity selection, retirement plan design and distributions, designing health and fringe benefit plans and lease versus building ownership. The full text of this Program is available in paragraph form at no cost in **Joining And Leaving the Dental Practice** at **www.WickensLaw.com** – **Click on Dental Law**.

- Steps to Retirement — The 10 Point Plan.
- Assessing Practice Succession and Entry Options.
- Calculating Practice Value in 2011.
- Negotiating A Win-Win Practice Sale & Acquisition, But Why a Letter of Intent?
- Co-Ownership — A Taxing Relationship.
- Why Solo Group Practice Makes Sense.
- The Importance of Due Diligence or Homework for the Purchaser And Seller.
- Hiring and Becoming the Associate.
- Using Restrictive Covenants for the Associate and Departing Owner.
- Selling To or Working For a Dental Service Management Organization — They're Back!
- Planning Facility Expansion or Relocation.
- The Facility — Lease, Sell or Purchase?
- Entity Choice for the Practice and Real Estate — S-Corporation, C-Corporation, LLC, Partnership or Sole Proprietor?
- What Happens to the Staff? / Finding and Retaining Quality Employees.
- Retirement Plan Adoption, Design and Termination.
- Health Insurance for You, Your Spouse and Staff Under Health Care Reform Through 2014.
- Final Thoughts and Summary for the Future.