

CURRICULUM

JOINING AND LEAVING THE DENTAL PRACTICE[®]

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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 practice succession and 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 the book **Joining And Leaving the Dental Practice** at www.PrescottDentalLaw.com.

- Steps to Retirement — The 10 Point Plan!
- Assessing Practice Succession and Entry Options — The Number is Finite.
- Calculating Practice Value Now and Predictions for the Future.
- The Importance of Due Diligence or Homework for the Purchaser and Seller.
- Negotiating A Win-Win Practice Sale and Acquisition Through a Letter of Intent.
- Selling To or Working For a Dental Service Management Organization — They're Back!
- Hiring and Becoming the Associate.
- Using Restrictive Covenants for the Associate and Departing Owner.
- Associateship to Ownership — The Buy-In Process.
- Allocating Owner Compensation and Expenses, Decision-Making and Dispute Resolution in Co-Ownership.
- Family Practices and the Unfair Tax Laws.
- Planning for Owner Buy-Outs and Buy-Sell Agreement Design.
- Why Solo Group Arrangements Make Sense.
- Merger and Office Sharing Arrangements — What Works and What Doesn't!
- Facility Expansion or Relocation — 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.