Financing Practice Exit and Entry Strategies
Calculating Value Today and in the Future
Negotiating the Win-Win Sale and Purchase
Hiring and Becoming the Associate
Co-ownership — Getting In, Staying In and Getting Out: The Good, The Bad and The Tax!
The Overlooked Solo Group
Don’t Forget the Real Estate and Lease

Full Day Session
8:30 AM – 9:00 AM  Sign-in / Continental Breakfast
9:00 AM – 4:00 PM  Program with Lunch Included

Registration
$475.00 for Practice Owners and Associates
$195.00 for Spouses, Residents, Students and Advisors
Make Checks Payable to William P. Prescott – WHP
35765 Chester Road, Avon, Ohio 44011
440-695-8067 By Phone With Credit Card
Email: WPrescott@WickensLaw.com
see: www.PrescottDentalLaw.com

December 6, 2012
Hyatt Regency
Pittsburgh International Airport
1111 Airport Boulevard
Pittsburgh, PA 15231

6.0 Credit Hours
About the Speaker

William P. Prescott, E.M.B.A., J.D., is a shareholder with the law firm of Wickens, Herzer, Panza, Cook & Batista of Avon, Ohio. Bill represents and consults with dental and dental specialty practices in the areas of practice sales and acquisitions, succession planning, valuations, associate buy-ins, owner buy-outs, group practice operations, entity selection, retirement plan design, and business and tax planning.


Bill is a member of the following organizations: The American Bar Association, Section of Taxation, Closely Held Businesses Committee; Ohio Bar Association; Cleveland Metropolitan Bar Association; Small Business Council of America.

Bill is a Fellow, American College of Tax Counsel; past Chair, Closely Held Businesses Committee; American Bar Association, Section of Taxation, 2007-2009 Term and remains as Vice-Chair, Professional Practices. Bill also serves on the Editorial Board, The Practical Tax Lawyer, American Law Institute, 2007 – Present.

Joining and Leaving The Dental Practice

Registration

Registration Fee:
- $475.00 for Practice Owners and Associates
- $195.00 for Spouses, Students and Advisors
- $115.00 for Practice Owners and Associates (includes spouse)
- $295.00 for Practice Owners and Associates (includes up to 4 additional representatives)

8:30 AM – 9:00 AM
- Sign-in and continental breakfast.
- 9:00 AM – 4:00 PM
- Seminar with lunch included.

Register early. Class size is limited. Registration is on a first-paid basis. Cancellation policy: A refund less $25.00 per person processing fee will be issued if 15 days advance notice of cancellation is given. In the event that less than a 15 day notice is given regardless of reason, the tuition is nonrefundable.

About the Speaker

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Registration

If registering by fax or mail, please complete the following:

Remember, full payment must accompany registration.

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Avon, OH 44011.
My check for $ ____________________ payable to William P. Prescott – WHP

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