

# Entering Practice — Make The First Choice The Right Choice!

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## CURRICULUM

- Practice Entry Choices and Comparing Different Options Simultaneously.
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- Selecting and Paying Your Advisory Team and the Role of Each Advisor.
- Locating Opportunities — How is This Done?
- Associate Employment and Important Employment Agreement Provisions.
- Working for a Corporate Practice or Clinic — What You Need to Know?
- Calculating Value Now and in the Future.
- Obtaining Financing — Do Lenders Still Lend?
- Buying Your Practice and Continued Seller Employment.
- Do You Need a Letter of Intent and an Earnest Money Deposit?
- Due Diligence — Will Patients Stay and Referral Sources Refer?
- Obtaining a Lease and Building Ownership.
- Entity Selection for the Practice and Building.
- Co-Ownership/Partnerships — The Complexities of the Buy-In, the Buy-Out, Decision Making Control, Compensation Allocations and Employment of Family Members. Three Methods — Which One, When and Why?
- Why Solo Group Arrangements Make Sense.
- Warming Up a Cold Start?
- Now You are an Employer!
- Summary and Thoughts.