

Entering Practice — Make The First Choice The Right Choice!

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COURSE DESCRIPTION

Your options for entering practice, including associateships (permanent and those leading to co-ownership), acquiring a practice or establishing a practice are discussed. Topics include assembling and paying your advisory team, associate contracts, being elevated to ownership, purchasing your practice, obtaining financing, entity selection, practice valuations, due diligence and operations when you become the/an owner.

LEARNING OBJECTIVES

1. Determine your best choice for practice entry and your future in dentistry in light of all options so you do it right the first time.
2. Recognize the key issues and decision points for associating and future ownership.
3. Understand the operational issues facing you after full or fractional ownership, including payment of your compensation, direct business expenses, staff employment, health insurance, retirement plan adoption, while accounting for revenue in light of operating expenses.