

BUYING OR SETTING UP YOUR DENTAL PRACTICE



When: 14 Apr 2012,
27 Oct 2012

Where: Level 1, 4-10 Bay St
Double Bay, Sydney

Who should do this seminar?:
Anyone looking to buy a practice
in the future



Understand your options when buying or setting up your dental practice

A dentist wanting to be a practice owner faces a large number of choices:

- Being the sole principal vs associate;
- Buying an existing practice vs setting one up from scratch;
- What is the impact of the corporate buyers?

This course will examine the pros, cons and costs of each option and what is the right choice for you.

PREPARING TO PURCHASE OR SET UP YOUR PRACTICE

- Selection criteria for the ideal practice to buy, or premises to set up;
- Sources of financing;
- Interpreting profit and loss;
- Valuations: how to establish profitability and a fair price;
- Negotiations: how to reach a satisfactory agreement;
- Sale of practice contracts and legal considerations.

AFTER YOU HAVE PURCHASED OR SET UP YOUR PRACTICE

- How to make sure you have a smooth transition;
- Ranges for acceptable overheads;
- Your new role as manager and leader;
- Strategies for success.

Seminar brought to you in conjunction with Prime Practice

*AUSTRALIAN CLINICIANS ARE REQUIRED TO MAKE THEIR OWN ASSESSMENT AS TO THE NUMBER OF HOURS OF NON-SCIENTIFIC CONTINUING EDUCATION EACH COURSE PROVIDES.

Dr Phillip Palmer, B.D.S



Up until early 2003 Phillip ran a successful dental practice together with three other dentists and three full-time hygienists. He has been involved in teaching dental practice management since 1995, his activities culminating in forming Prime Practice. Through Prime Practice, Philip has helped hundreds of dentists to reach their goals, increase their income and enjoy their practices more. He has lectured extensively on practice management topics around the world, including Australia, New Zealand, China, India, United States, Singapore and Sweden.

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3 EASY WAYS TO REGISTER

1. VISIT www.djs.com.au. You can now book and pay online
2. FAX the form below to +61 2 9327 5589
3. MAIL the form to Level 1, 4-10 Bay St, Double Bay NSW, 2028



BUYING OR SETTING UP YOUR DENTAL PRACTICE

COURSE COST \$650 + GST per person. Includes lunch, refreshments and course documentation.
TIME 8.30am - 4:30pm.
WHERE Prime Headquarters, Level 1, 4-10 Bay St Double Bay, 2028 Sydney

DATES PLEASE TICK <input checked="" type="checkbox"/>	COURSE COSTS PLEASE FILL IN
<input type="checkbox"/> 14 Apr 2012 <input type="checkbox"/> 27 Oct 2012	NUMBER OF ATTENDEES _____ x \$650 per person = \$ _____
	LESS DISCOUNT A or B only <input type="checkbox"/> A. 10% Early Bird^ = \$ _____ <input type="checkbox"/> B. Promotion code+: _____ \$ _____
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All registrations are subject to availability.

CANCELLATIONS Registrations cancelled within 7 days of the event are not refundable or transferable. Registrations cancelled with more than 7 days notice will incur a \$50 admin fee. DJS reserves the right to alter, postpone or cancel any course, under which circumstances all monies paid will be fully refunded.

COST DJS reserves the right to charge the correct advertised amount if calculations above are incorrect.

ENROLMENT You will receive confirmation of your registration via email within two working days. If not, please contact DJS. To avoid disappointment, please do not book travel and/or accommodation until your registration is confirmed.

CPD ACCREDITATION Personal certificates containing all CPD information will be made available at each course.

#GST not applicable to courses run in New Zealand. ^Applicable only when registration and payment is received 1 calendar month prior to the course date.

+Applicable only when a valid promotional code is supplied.

ATTENDEES INCLUDE FULL NAMES Use additional form if required
1. Name _____ _____ Position _____
2. Name _____ _____ Position _____