

# PRACTICE BUYERS SEMINAR



**When:** 5 June and 13 November

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

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

The seminar addresses the many choices that a dental practice buyer faces, including:

- Being a practice principal vs employee
- Being the sole principal vs associate
- Squatting vs buying
- The impact of the new 'Corporate Buyers'

The seminar also focuses on concerns at each stage of the practice purchase process:

## 1. PRESALE

- Sources of information on practice sales
- Selection criteria for the ideal practice
- Sources of finance and accounting
- Interpretation of practice profit or loss

## 2. PRACTICE SALE

- Valuations: how to establish profitability and a fair price.
- Negotiations: how to reach a satisfactory agreement
- Sale of practice contracts and legal considerations

## 3. POST SALE

- Tactics to achieve a smooth transition
- Setting up your first practice- range for acceptable overheads and your new role as a manager and leader
- Strategies for success

### 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, United States, Singapore and Sweden.

Seminar brought to you in conjunction with Prime Practice

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