



**HENRY SCHEIN**®   
TIER THREE BROKERAGE LTD

# IMPROVING PRACTICE VALUE AND THE OWNERSHIP EXPERIENCE

## EVENING 1

Thursday September 29, 7-9PM  
63 Ridgeway Circle, Woodstock, ON

**Financial Considerations  
and their Impact on Value  
when Selling & Purchasing**

**Register Now!**

- Overview of how basic dental practice economics effect practice value, and a market update with an emphasis on selling prices.
- How to save taxes on a practice sale and minimize taxes on a regular basis, including share sales versus asset sales, and ownership of buildings inside and outside of a DPC.
- What buyers need to get the financing to purchase a practice, and the impact of rising interest rates.

## EVENING 2

Wednesday October 19, 7-9PM  
95 Lynden Rd, Brantford, ON

**Legal Considerations and  
their Impact on Value  
when Selling & Purchasing**

**Register Now!**

- Factors impacting the difference between the saleability and value of a dental practice.
- Mitigation of lease issues pre-sale, and the best time to negotiate with your landlord.
- Employment law issues pre-sale and post-sale and limiting ongoing and post-sale liability.
- Key factors of a well-developed and protective purchase and sale agreement.

## EVENING 3

Wednesday November 23, 7-9PM  
Marienbad Restaurant,  
122 Carling Street, London, ON

**Practical Suggestions for  
Increasing Practice Value,  
Now and in the Future**

**Register Now!**

- Determining practice's metrics, and how simple changes now can significantly increase a practice's value and profitability.
- The importance of a strong marketing strategy to prevent patient base decline, tactics you can put into place, and developing a new patient scorecard.
- Understanding how the addition of technology upgrades may result in increased revenues while providing better treatment options for patients.

We will be joined by dental industry experts from:

**MNP**

**CIRRUS**  
CORPORATE FINANCIAL GROUP

**KUTNER LAW LLP**

**RBC**

**Pow Laboratories Inc.**  
Immunology's Technology. Today.

**WILTON MARTIN**  
LITIGATION LAWYERS

**REVUP**  
DENTAL