

TRANSITIONS SEMINAR

SATURDAY, SEPTEMBER 30, 2023 | 8:30AM-2PM

TRANSITIONS FOR **SELLERS** AND **BUYERS** IN 2023

Join the experts for a comprehensive look for both dentists looking to transition out of their practices and buyers looking to become practice owners. We will cover the following topics in this five-hour live seminar...

FOR PROSPECTIVE SELLERS

- Practice valuations in today's Southern California market
- Legal aspects of a practice transition sellers need to be concerned with
- What you need to do to get ready to sell and what are buyer's looking for?
- How do you get the highest sale price for your practice?
- Strategies to reduce tax burdens on a sale
- What does a sale to a DSO look like and should you do this?
- How does the bank look at your practice when evaluating financing?

FOR PROSPECTIVE BUYERS

- What should you be looking at to determine if a practice is the right practice for you?
- Legal aspects of a practice transition buyers need to be concerned with
- Due diligence necessary for buyers (accounting, review of charts, etc.)
- What you need to do to give you the best chance to secure financing



REGISTER NOW

Space is limited! Register now to secure your seat. We can't wait to meet you!

OUR PRESENTERS



PATRICK WOOD

PAT@DENTALATTORNEYS.COM | 800-499-1474

Patrick Wood is a partner in the law firm of Wood and Morgan in Orange County. Pat has specialized in the legal issues for both buyers and sellers of a dental practice for over 35 years and has been involved in over 1,000 dental practice transitions representing both buyers and sellers. Pat also has done extensive work representing sellers of dental practices to DSO's.



ART WIEDERMAN

ART@WPPPS.COM | 949-677-9481

Art Wiederman is a dental practice transition expert and is managing partner of Wiederman Madurowicz Partnership. Art has done dental transitions and sales for close to 20 years and has also been a dental CPA for 39 years.



STEPHEN CURTIS

STEPHEN.CURTIS@BOFA.COM | 310-926-3320

Stephen Curtis is a Regional Manager for Bank of America Practice Solutions and has extensive experience working with dentists in the financing of the sale of a dental practice.

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LOCATION CAN BE FOUND AT THE OUTLETS IN ORANGE, BREAKFAST & LUNCH PROVIDED