

The Original  
**Dental CPAs**  
a division of Naden/Lean LLC

**Timothy D. Lott, CPA, CVA**

Equity Member

**Professional Memberships**

American Institute of Certified Public Accountants

Maryland Association of Certified Public Accountants

National Association of Certified Valuation Analysts

Maryland State Dental Association

Academy of General Dentistry

**Education and Designations**

*December 1985*  
University of Baltimore,  
Bachelor of Science in  
Business Administration

*May 1986*  
Passed Uniform Certified  
Public Accountant's Exam,  
First Attempt, CPA  
Certificate issued August  
1986

*December 1997*  
Earned designation of  
Certified Valuation Analyst  
from the National  
Association of Certified  
Valuation Analysts

*July 2003*  
Received Maryland Health  
and Life Insurance License

*November 2003*  
Received NASD Series 6  
License

*June 2008*  
Received NASD Series 7  
License

*July 2008*  
Received NASD Series 66  
License

**PRESENTATIONS**

- Gettysburg Dental Study Club – *Income Tax Updates, Tips, Practice Benchmarks and KPIs*, February 2015
- M&T Bank – *Dental Practice Sales- Purchase- Random Thoughts*, June 2014
- Dentaltown Townie Meeting – *Buying A Practice: It's Not Just About Price*, April 2014
- Fredericksburg Dental Study Club – *Improving Patient Care by Improving Practice Performance*, February 2014
- Dentaltown Townie Meeting – *Planning a Practice Transition*, April 2012
- Dentaltown Townie Meeting – *Navigating the Dental Transition Minefield*, May 2011
- Harford/Cecil County Dental Society – *Evaluating Dental Practice Overhead*, September, 2010
- University of Pennsylvania Dental School, *Life After Graduation from an Orthodontic Perspective*, February 2009
- Benco, *Where Dreams Come True, a New Office Build*, January 2009
- District of Columbia Dental Society Annual Conference, *How to Buy a Dental Practice*, April 2008.
- University of Maryland, Dental School, *Life after Graduation*, December, 2007
- Benco, *Where Dreams Come True, a New Office Build*, November, 2007
- University of Maryland, Dental School, *Life after Graduation*, October, 2007
- Maryland State Dental Association, *More Than Just Accounting... ”*, September, 2007
- Benco, *Where Dreams Come True, a New Office Build*, May, 2007
- University of Maryland, Dental School, *Life after Graduation*, February, 2007
- DC Dental Society, *How to Financially Evaluate Practice Performance*, April 2005

- Anne Arundel County Dental Study Club, *How to Evaluate Practice Overhead Using Benchmarks*, April 2005

- DC Dental Society, *Retirement Options*, March 1998
- DC Dental Society, *Practice Budgeting*, March 1997
- DC Area Study Club, *When to Bring on an Associate*, 1996

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## BACKGROUND

Tim Lott is a Partner with [Naden/Lean, LLC](#), a Professional services and CPA firm with a specific concentration in the [dental industry](#). He has been working with dental professionals for over thirty years. In addition to the traditional CPA services, he advises his clients on practice performance, practice transitions and succession planning, and start-up consulting. He's the main contributor to their award winning [Dental CPA Blog](#) which is popular with dentists across the country.

Over the past ten years Tim has increased his focus on buyer representation. On almost any given day he'll be involved in nearly two dozen transitions (primarily on behalf of buyers) all over the country. Tim is constantly sharing his wealth of practice transition knowledge on [Dentaltown](#) in an effort to help dentists and prospective buyers.

Tim is a CPA and CVA (Certified Valuation Analyst), supporting his knowledge and expertise in practice valuation and transition issues. He became a licensed Investment Advisor Representative in 2008. Tim has been a speaker at several Dentaltown's "Townie" meetings as well as various dental study clubs, dental society meetings, other dental related seminars and has participated in many practice mergers, acquisitions and buy/sell arrangements. When Tim isn't providing wisdom to dentists he can be found under the hood of his classic Firebird, splitting logs, on the softball diamond, or exploring some lost trail deep in the woods.

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