

Dental Seminar Topics

Life After Graduation

- Associate vs. Independent Contractor
- Compensation Issues
- The Employee Agreement
- Restrictions/Covenants Not to Compete
- Minimizing Your Taxes
- Marketing to Referral Sources

Becoming a Partner

- Purchase Issues and Strategies
- Partnership vs. Going Solo
- Valuation and Payment
- How to Share Power – Decision Making
- Buy-Sell Agreements

Starting or Purchasing a Practice (Solo or with Others)

- Business Entities Available to Practitioners – Pros/Cons
- Can You Succeed? Forecasting – Cost/Benefit – Valuation
- Understand the Complexities of Financing your Practice and Equipment Purchases
- 5 Tips You Can Do Today to Increase Your Patient Base
- Equipment Leasing: Facts and Fiction
- Location – Lease/Purchase Issues Related to Real Estate
- Operation and Management
- Partnership/Management Agreements

Day to Day at the Office – What are you Forgetting?

- Insurance Issues – Participation and Reimbursement
- Employment Issues
 - Employee Manuals
 - Job Description Development
 - Performance Management
 - Selection and Staffing

- General Management of Staff and Patients
- Marketing to Referral Sources
- Overhead Benchmarking
- Detecting and Preventing Fraud and Embezzlement
- Taxes, Fees and other Requirements
- Investment Decision vs. Finance Decisions
- State Board Issues – Current Events

Exit Strategies for the Retiring Practitioner

- Solo vs. Multi-Practice
- Over of the Process (and Potential Problems)
- Outside Sales vs. Effecting and Internal Sale
- Valuation of Practice
- Financial Retirement Planning