



Topics of interest for all stages of practice...

The Ins and Outs of Buying, Selling, or MERGING Your Dental Practice

A practice merger (buying a practice and moving it into your office or vice-versa) is the best way to expand your current active patient base. Retention of the seller's patients averages 95% or better if the transaction is handled properly. This additional business adds considerable financial stability to your dental practice and assures you a strong position in the future marketplace.

Listen and learn how to evaluate practice opportunities and how to increase your practice revenue with a practice merger. Understand the details, obstacles, and contractual issues that your practice may encounter. Learn what to look for, how to value and assess the situation, and position your practice for the future.

More about Kim Iannotte... Sr. Transition Analyst with AFTCO, has been advising dental professionals for more than 20 years in areas relating to practice transitions and practice and financial management. Her broad range of experience provides dentists with a unique and comprehensive approach to many different strategies in practice transition. An RDH with a Master's Degree from Rutgers University, Kim will cover topics relevant to ALL stages of your dental career.

**JOIN US AT 7PM
WEDNESDAY
FEBRUARY 24, 2021**

**FOR A LIVE ZOOM
PRESENTATION
FEATURING**

**AFTCO
TRANSITION ANALYST
KIM IANNOTTE**



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