ARE YOU PREPARED FOR THE FUTURE OF YOUR PRACTICE?

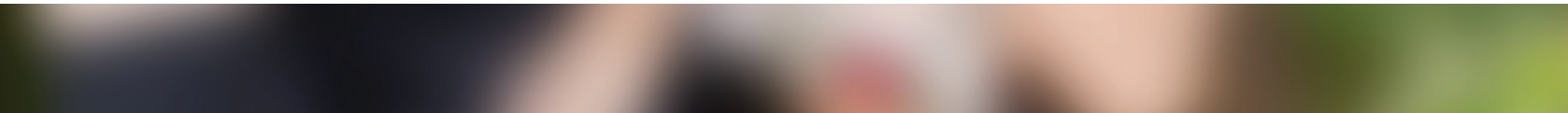
FUTUREPROOF YOUR PRACTICE

Experience the peace-of-mind that comes from being prepared by learning how to futureproof your practice. This program, developed exclusively for AADOM members by AADOM and DDSmatch Dental Practice Transitions, will teach you how to plan for unexpected challenges such as the sudden death of a dentist or a catastrophic natural disaster. You'll also learn how to prepare for large changes such as retirement or selling your practice.

AMERICAN ASSOCIATION OF DENTAL OFFICE MANAGEMENT
AADOM
LEARN • CONNECT • GROW

DENTAL SPOUSE BUSINESS NETWORK

DDSmatch.com



MODULE 1: BUSINESS VALUATION & FINANCIAL PLANNING

What is my practice worth & am I ready financially to retire?

Review how dental practices are analyzed by certified valuation analysts with dental industry expertise. Their findings are fair, reliable and respected by banking institutions and will serve as part of the wealth management planning. Discuss what makes a dental practice valuable, what are some pitfalls to avoid and items to consider for future transition.

MODULE 2: LEGAL - WILLS, TRUSTS, SUDDEN CHANGE OF OWNERSHIP

Is my spouse or practice protected if the dentist suddenly can't practice dentistry?

Discuss the need to update or create critical legal documents to prepare and protect the practice assets and value in the event of an unforeseen death or disability to the owner. Review why it's important to have legal representation in a transition and the role an attorney plays in the process and how to handle real estate or landlord discussions during a transition.

MODULE 3: INSURANCE REVIEW - FEE EVALUATION & DENTAL MEMBERSHIP PLAN EVALUATION

Are we a Preferred Provider in the right insurances for us? Can we negotiate fees?

Comprehensive and customized consultation to review the current dental insurance plans in place in your practice. Isolate new plans to consider or plans to discontinue to achieve your ideal payer mix. Discuss the benefits of incorporation of membership plans in the practice.

MODULE 4: REAL ESTATE & LEASE REVIEW

Is our lease in our favor? What are our options on selling/leasing our building in a transition?

Concise review of how real estate factors into a dental practice transition. Review options if you own your building or if you have a lease when transitioning. Discuss options of selling the practice and the real estate at the same time, and what to do if a potential buyer likes the practice but not the location of the building.

MODULE 5: STAYING IN TOUCH WITH YOUR PRACTICE

Using data to strategically grow (in conjunction with DentalIntel).

Detailed review of how to track challenges, opportunities and strengths of the practice and staff. Understand how strong your team is, and how the strength of your team can determine the profitability of your practice.

PROGRAM OVERVIEW

- Five easy-to-follow modules
- Only 20-45 minutes each
- Curriculum is approved for three CE once all modules are completed
- Go through the modules on your own schedule
- Includes a 60 minute follow-up consultation with a DDSmatch Dental Practice Transitions consultant to help you set up a customized plan for the future of your practice.

GET STARTED TODAY!

Move toward your secure future at dentalmanagers.com/futureproof