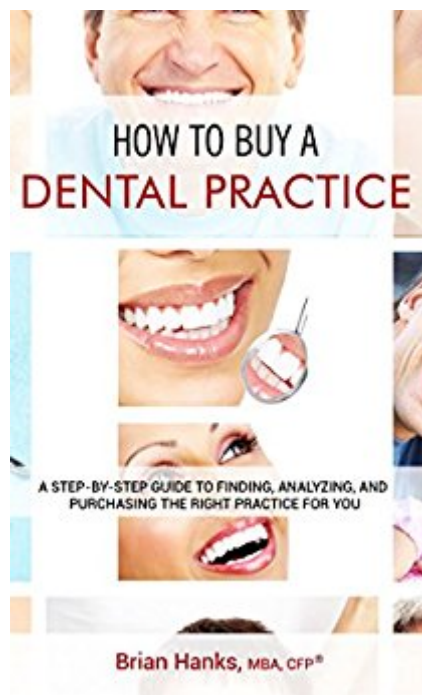




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# How To Buy A Dental Practice: A Step-by-step Guide To Finding, Analyzing, And Purchasing The Right Practice For You



## Synopsis

If you're thinking about buying a dental practice, you must read this book. Thousands of dentists go through the process of buying a dental practice every year. Did they choose a good practice? Did they buy at the right price? Did they buy at the right time? The stakes are high to get the RIGHT answers to those questions. Buy the wrong practice and you're looking at stress, money worries, angry staff and patients, and a frustrated family that doesn't see you as much as they'd like. Buy the right practice, like many do, and you have the foundation upon which to thrive - happy, relaxed, wealthy and positively impacting the lives of patients and living the life of your dreams.

Unfortunately, the process of how to buy a dental practice remains a black box for the majority of buyers. Advice, tips and information are spread across magazines, blogs, online forums and podcasts with no easy way to tell the good advice from the bad. Until now. *How to Buy a Dental Practice* walks buyers step-by-step through the process of finding, analyzing, and purchasing a great dental practice. In this book you'll find answers to questions like: - How do I find a good practice? - How do I choose a good accountant and attorney? - How can I tell a good practice from a bad one? - When is the right time to sign a letter of intent? - What can I negotiate besides price? - How do I get a bank loan? - What do I do after I find a practice to buy? After reading this book, you will be armed with the specific knowledge and checklists to find, analyze and purchase the right practice for you.

## Book Information

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## Customer Reviews

Brian is a wonderful writer, this was an enjoyable read. During the read you will learn valuable nuggets of wisdom. He comes across as wise and unbiased in educating a prospective buyer. Some of his advice is counterculture and I appreciated the different perspective. He plugs in his services often in the book and I didn't view it as a bad thing, especially if you are anyways looking to hire professional help. Almost all books you will read on this topic are nothing more than marketing material for the authors services but Brian tried to be very subtle about it.

I bought the book after working with Brian directly. I can tell you from first-hand experience that following the advice here saved me time, energy and money. If you're going to buy a dental practice, you should get this book. If you're a seller, you should get this and see what your potential buyer cares about! Five stars!

Great book for any dentist

Finally one place to go to get all of this information. Highly recommended!

Very informative. A must-read.

Brian has a refreshing and natural narrative style to his writing. This book guides the reader through a very organized and methodical process for approaching the complex buying process for a dental practice. While anyone can find random tips and snippets of advice while searching on the internet, you really need a book like this that presents all of the details in a cohesive step-by-step process. Brian relies on hard data for his quantitative analysis of a dental practice, which is worth a thousand "opinions" of individuals who have gone through the process themselves but have nothing to compare their own experience to. It's evident that Brian has done this dozens (maybe hundreds?) of times for his clients, and here we get his vast wisdom distilled into the palm of your hand. This book is good for reading all the way through as a means of getting a birds-eye view of the practice buying process. I'm sure it's even more useful as a reference and checklist for when you are actually going through the process yourself, so don't just read it once and forget it. A book like this is

probably one of the best investments you can make (assuming you read it, of course). Brian's knowledge and experience with helping dentists buy dental practices can be yours, for only a few bucks and a few hours of your time. And you won't get this kind of advice and perspective by talking to a dentist who has done this at most a handful of times in his career.

All I can say is well done. I am not a dentist but I am a health care provider and I am in the process of buying a practice and selling another one. At the end of the day, business is business and this is full of clear and well thought points that would have made my transactions smoother. As I move into the next phase of my business career, now I can add dental practices as an option. Great job Brian, nice read, I highly recommend this book to all dentists looking for a way to acquire a practice AND all dentists looking to sell their practice. I learned so many things about my business as I got ready to sell it and this book summarized them. You should read this.

I specialize in dental practice transitions and I have never seen one place where it discusses step by step "paths" for a buyer to follow. This is an excellent resource for any potential buyer needing a excellent resource to know not only what to expect going through the process but maximize the chances of a smooth transition. I have been intimately involved in countless transitions in my career , and I can confidently recommend this resource as a trusted source and great material!

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