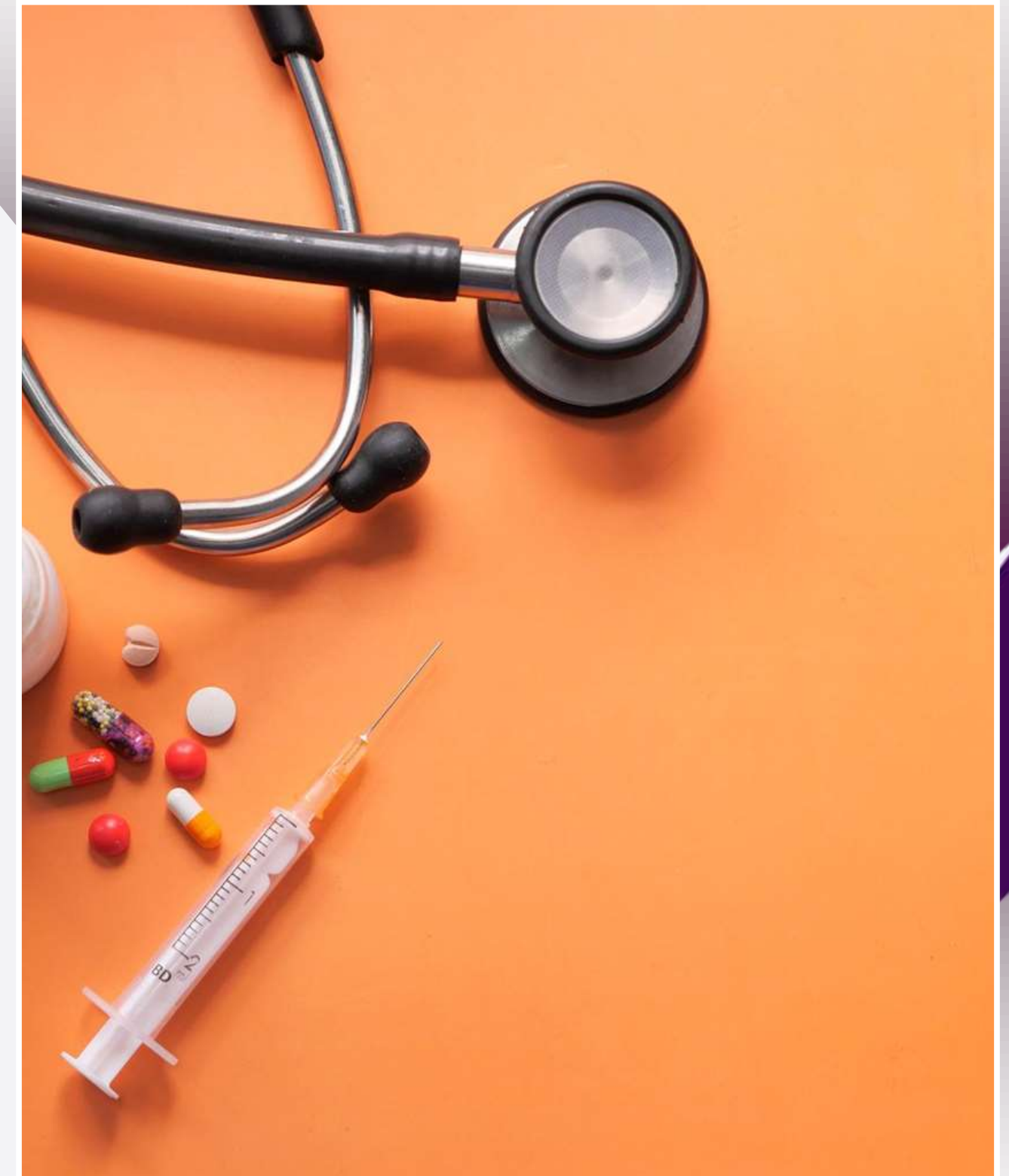


# Buying and Selling a Dental Practice in the United States with a Circle of Influence

- Building Your Support Network for a Seamless Transition



## INTRODUCTION

- Overview: Purchasing or selling a dental practice is a major milestone requiring careful planning.
- Key Point: Success relies on a “circle of influence”—trusted professionals who assist with legal, financial, and operational aspects.

# UNDERSTANDING YOUR CIRCLE OF INFLUENCE

- Definition: A group of experts guiding the dental practice transition.
- Importance: This network minimizes risks, ensures legal compliance, and enhances transaction value.

# KEY PROFESSIONALS IN YOUR CIRCLE OF INFLUENCE

## 1. Dental Practice Brokers

- Expertise in market pricing and connections with buyers/sellers.
- Helps negotiate a fair price and smooth transfer.

## 2. Dental-Specific Accountants

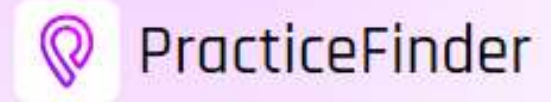
- Understands cash flow, overhead, and profitability specifics in dental practices.
- Provides financial clarity and ensures tax implications are managed.

## 3. Dental Attorneys

- Assists with contracts, legal negotiations, and state-specific regulations.
- Protects your rights with customized agreements and reviews.

## 4. Specialized Lenders

- Financial support with tailored loan options for dental professionals.
- Essential for both buying and funding post-sale plans.



# THANK YOU

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