

Practice Start-Up

- 1. Management**
 - Personnel
 - Supplies & Equipment
 - Financial
 - Marketing
 - Decision Maker

- 2. Financial**
 - Borrowing Money
 - Capital Investments
 - Provider Compensation
 - Employee raises\bonuses

- 3. Insurance**
 - Malpractice (same carrier) & Limits
 - Office contents & Overhead Insurance
 - Disability Insurance
 - Life Insurance
 - Health Insurance
 - Long Term Care

- 4. Retirement**
 - Planning for Retirement
 - Qualified Plans
 - Participation of Others

- 5. Associates & Specialists**
 - Why, When
 - Compensation, Bonuses
 - What to pay for (Perks, etc)
 - Continuing Education and Practice Development
 - Legal Agreements
 - Buy-in Timeframe

- Practice Value
6. **Non-Compete Issues**
 - Employees & Owners
 - Number of Years & Miles
 - Penalties - Legal Recourse
 7. **Practice Transitions**
 - Immediate Sale, Deferred sale
 - Engagement Period
 - Funding Vehicles
 - Value, Stock vs. Management Compensation or Comp Differential

Multi-Owner Issues

8. **New Partners\Shareholders**
 - Criteria
 - Valuation
 - Management Duties (see #1 & 2 above)
9. **Legal Agreements**
 - See #5, 6, 7 above
 - Purchase Agreement
 - Shareholders Agreement
 - Employment Agreements
 - Compensation Methods
10. **Disability of Partner**
 - Definition
 - Compensation - How Long
 - Triggering Event - Timing
11. **Termination of a Partner\Shareholder**
 - Triggering Events - Retire, Cause, Death, Disability
 - Value & Terms
 - Penalties for Cause, Early Retirement
 - Normal Retirement Age

For further information, please visit www.dentalcpas.com