

## NEW ONE DAY COACHING PROGRAMS

### Transitions: Buying, Selling, Starting a New Practice

Don't let your biggest business investment move ahead without a comprehensive plan in place – be a 'forward thinker' and let our experts help you plan for the ultimate success. We have developed a new "transitions based" consulting program specifically for dentists who are buying or setting up a new practice as well as for those who are selling their practice. We can ease you through the transition period and ensure that your systems are in tip top shape for both sellers and buyers.

Setting up a new practice from scratch requires a well developed business plan with strategic considerations for management systems as well as other areas such as staffing, marketing and inventory control.

The program provides a one day coaching program that encompasses all areas of practice transition. During our day together we will work as a team on:

- Business Systems: Financial, Insurance and Scheduling Policies
- The Dental Team: Hiring and Retaining Key Staff
- Marketing Plans for New Dental Practice Owners
- Inventory Control and Costs
- Practice Value & Business Plans: Keep it High!

Our TRANSITIONS consulting program is geared toward young or new dental practices or small, one dentist practices for sale.

Benefits of the Transitions Program: How we work!

- We will send you questionnaires to fill out before our visit and then complete an in-office review of your current practice management systems
- We will observe for half a day and the other half will be spent in a team meeting based on our observation and analysis of returned questionnaires.
- We will help you to implement the right systems from the start and organize your practice efficiently for maximum benefit (or sale price)
- Tracking and follow-up with team members to ensure measurable results
- Consultation report including applicable sample forms and letters
- Defined duties for the team as required
- Helping you to set realistic and attainable practice goals