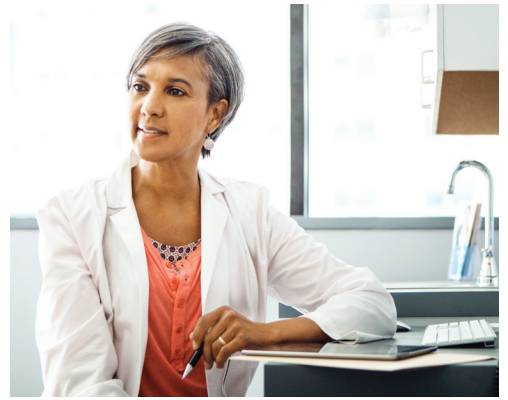


# Planning Your Practice Transition

Start planning your next step today



The Michigan Dental Association cordially invites you to a seminar about planning your future. This symposium will guide you through every step: practice evaluations, strategies you should implement to maximize the value of your practice, current market trends, and much more.

## Topics of Discussion

- What is my practice worth today?
- How do I structure my transition and what are the tax implications?<sup>1</sup>
- What type of transition model best suits my particular situation?
- What are the common mistakes most dentists make when preparing to sell or transition their practices?
- What are the pitfalls of handling my own transition?
- Who will be the most likely purchaser of my practice?
- Should I insist the sale of my real estate coincide with my practice transition?
- What happens to my practice if I die or become disabled?
- Will I be required to offer seller financing to sell my practice?
- Will my practice value be impacted by the baby boomer generation?
- As a buyer, what should I look for when purchasing a practice?
- What is the availability of funding for practice purchase?

## Featured Speakers

**Dr. Berdj Feredjian, DDS, FAGD** is the Director of Continuing Education, Recruitment and Advanced Training and a past transition consultant for PARAGON Dental Practice Transitions. During that period, he transitioned dozens of practices from which he accumulated a treasure trove of experiences. He is also the co-founder of Practice Mentors Group LLC. Dr. Feredjian is an Assistant Clinical Professor of Dental Medicine at a leading university in New York City and has served as faculty in their Department of Behavioral Sciences. Dr. Feredjian is a Fellow of the Academy of General Dentistry, a member of ADA, OKU, and NYAOR.

**Dr. David Dobbins & Dr. Dale Wagman** are your local PARAGON consultants who will be available to answer questions at the event.

**Doug Sellan** is a Bank of America Practice Solutions Regional Business Development Officer who specializes in Dental Sales and Acquisitions. He will speak about the financial programs<sup>2</sup> and resources available to help prepare your practice for a transition.

## Event Information

Wednesday, May 24, 2017

### Registration

8:30 a.m. – 9:00 a.m.

### Seminar

9:00 a.m. – 12:00 p.m. *(Breakfast served)*

### Cost

MDA Members: Free; Non-Members: \$49  
*(Spouses/Guests welcome at no additional charge)*

### Location

Michigan Dental Association  
3657 Okemos Road, Suite 100  
Okemos, MI 48864

Register today

by email:

[dg.seminar@bac.com](mailto:dg.seminar@bac.com)

or by phone:

614.753.1603

<sup>1</sup> Please consult your financial, accounting or legal advisors, as neither Bank of America, its affiliates, nor their employees provide legal, accounting and tax advice.

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