

# A Guide to Practice Transitions 2019

5 CE Credits



## Topics of Discussion

Learn about the key drivers related to the value of a dental practice.

**For Sellers** - Learn the best way to maximize the value you receive for your practice. How to prepare yourself, not just the practice. How to prepare the practice. How current market conditions affect sales and why price isn't as important as value. How Tax Implications affect you, What you keep is more important than what you sell it for

**For Buyers** - You will learn and understand the process of a practice sale and transition and what you can expect as a buyer. Learn what you can do now to make the right purchase. We will also cover what to keep in mind during a transition.

This comprehensive seminar will guide buyer's and sellers through the legal, financial, accounting and planning processes to achieve a successful practice transition.

## Featured Speakers

**Phil Stark, President** — Peak Practice Transitions

**Jeff Campeau, CPA, ABV, Partner** — Mellen, Smith & Pivoz, P.L.C.

**Doug Sellan, VP** — Bank of America

**Pat Houlihan, DDS** — Peak Practice Transitions, Sr. Consultant

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## Event Information

**Friday, June 14, 2019**

### On Site Check In

9:30 a.m.

### Seminar

10:00 a.m. – 3:00 p.m.

*(Lunch will be served)*

### Cost

MDA Members: \$79

Non-members: \$99

### Location

Northwestern Michigan  
College - The Hagerty  
Center 715 East Front St.  
Traverse City, MI 49686

Seating Limited  
Register today

at  
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