



PRACTICE TRANSITION PARTNERS



Introducing
Bob Affleck
Partner/Director of Business Development

Greetings and a warm hello!

It is with a great deal of excitement and enthusiasm that I am announcing my new position with Practice Transition Partners, Inc. I will be serving California dentists as the Director of Business Development along with their current Southern California Representatives, Kerri Matz McCullough and Donald Stanley. Practice Transition Partners is a well established, professional firm committed to exclusively working with dentists in the sale, acquisition, merger and valuation of dental practices. I have come to know the principles that make up Practice Transition Partners, Inc. and can assure you that we share the same professional, confidential and responsive dedication to excellence and integrity that I have been committed to during the past 17 years of serving dentists associated with Matsco. I look forward to continuing my long-term relationships as well as developing new acquaintances in the dental community through my new position.

I currently reside in the Orange County area and have over 17 years of experience in the dental industry as a Regional Sales Manager for Matsco; providing dentists with their practice financing needs. During that time, I have helped hundreds of dentists buy and start-up their dental practices. I have a strong business background and I am a sought after speaker for many Dental Societies and the American Dental Association. My greatest passion is to help educate dentists on the business side of dentistry; ultimately helping them get where they want to be.

At Practice Transition Partners, Inc. we want to make sure that selling or purchasing a dental practice is a positive experience. We offer personalized service to each of our clients. Our team of experienced professionals will carefully handle your transition from the initial practice valuation to the final closing meeting. I invite you to contact us to learn more about our nationwide services or to set up an appointment. I welcome the opportunity to personally discuss your practice transition plans, whether a transition is in your near future or a few years down the line.

Sincerely,



Bob Affleck
Partner/Director of Business Development

When you work with Practice Transition Partners

The difference is obvious

EXPERT GUIDANCE. IMPECCABLE SERVICE. UNPARALLELED INTEGRITY.



Robert Stanbery
Owner



Bob Affleck
Partner



Kerri Matz McCullough
S. California Representative



Don Stanley
S. California Representative

Selling or purchasing a dental practice can be one of the most important steps in a dentist's career. At Practice Transition Partners we want to make sure that this transition is a positive experience for each of our clients. We offer personalized service from a dedicated team of experienced professionals that carefully handles a transition from the initial practice valuation to the final closing meeting.

The Practice Transition Partners team serves as a point of contact and leadership in the transition process, overseeing and facilitating the transition details that may be new to a buyer and seller but are part of what we do every day. Since we have been exclusively assisting dentists with their practice sales and purchases for over ten years, we also have the foresight to help avoid the common pitfalls that can hinder a transition. After completing transitions we often hear comments from our clients such as: "I never had any idea how many details there are and how important it is to have someone of your caliber and expertise to oversee the whole process...many complications and complexities were professionally and expeditiously handled." Practice Transition Partners is here to handle the practice transition details, to provide guidance through the process, to take care of the complications and to help you realize your dreams.

"Thank you all for the successful transition of my dental practice. Only after it was completed could one truly appreciate the amount of time, effort and expertise required to accomplish the objective. Your company met or exceeded my expectations in all the key facets of the transition... If anyone were to ask me about my experiences with your company, I would tell them that the professionalism, expertise, knowledge, communication and dedication to the success of all parties were remarkable. I would recommend your services highly."

~ **Dave Reynaud, D.D.S.**



888.789.1085
www.practicetransitions.com

DENTAL PRACTICE: SALES > ACQUISITIONS > MERGERS > VALUATIONS > TRANSITIONS



Presents

Interactive workshops for buyers and sellers
designed to help you *realize the possibilities!*

Yes, we help dentists successfully buy and sell practices all the time, but that's not the most important area of our expertise. Anyone can sell you something. We go the extra mile by educating our buyers and sellers to ensure each transition is smooth, profitable and gives both parties what they truly desire.

Seller Workshops

If you are thinking about selling your practice within the next few years, this is a workshop series you can't afford to miss. Learn how to create a practice that not only sells quickly, but also helps you realize the maximum in profits. Our system is designed to help you create a practice sale that will continue to give your patients the quality experience they are accustomed to long after the sale is complete. For a smooth transition our workshops are essential.

March 20, 2008

Develop Your Exit Strategy, Before It's Too Late:

Does your exit strategy need refining to meet your retirement goals?

Location: Irvine, CA **Time:** 6:00 – 9:00pm

April 17, 2008

What Is The Value Of Your Practice?

You can impact the value of your practice more than you may know.

Location: Irvine, CA **Time:** 6:00 – 9:00pm

May 15, 2008

Increase The Value Of Your Practice:

Creating additional value prior to selling your practice. Scorekeeping and monitoring to improve patient care and to maximize your practice.

Location: Irvine, CA **Time:** 6:00 – 9:00pm
C.E. credits

June 12, 2008

Get The Most Out Of Your Practice:

*Practice Growth and Transitions
The "How To" of successful growth and proper office systems. Improving patient care through thoroughness.*

Location: Irvine, CA **Time:** 6:00 – 9:00pm
C.E. credits

Buyer Workshops

Are you ready to buy your dream practice? Let us help you know what to look for in order to realize your dreams of a smooth running, profitable practice with the best growth potential. Many buyers fall in love with a practice for all the wrong reasons. Learn what to look for and how to determine if the practice you want is really the best practice to get you to your ultimate goal. Our workshops are a foundation to help you create and realize your dreams.

March 27, 2008

Prepare Yourself for a Successful Career

Strategies to help you create a solid foundation for your career, along with avoiding the pitfalls that can hinder your financial success.

Location: Irvine, CA **Time:** 6:00 – 9:00pm

April 22, 2008

Prepare Yourself For Practice Ownership:

Understanding practice value, financing options, growth projections and financing needs.

Location: Irvine, CA **Time:** 6:00 – 9:00pm

May 22, 2008

Prepare Yourself For A Positive Transition:

Vision, Mission, and Goals: The cornerstone of a great transition. Focus on improved patient care to create the practice of your dreams.

Location: Irvine, CA **Time:** 6:00 – 9:00pm
C.E. credits

June 19, 2008

Your Future Depends On This:

Transitions that provide comfort and excellent care to patients in your new practice. What to do, what to avoid.

Location: Irvine, CA **Time:** 6:00 – 9:00pm
C.E. credits

Buyer and Seller Workshop Registration Form

Please complete the following form to register for these exclusive workshops provided by:



1. Enrollment Fee:

\$129.00 per dentist, per workshop or attend all four at a reduced rate of \$428.00.
(A savings of \$88.00)

2. Names of Attendees: (Please Print)

1) Name _____ Title _____

Email Address _____

Select the workshops you would like to attend. Buyer or Seller

#1 #2 #3 #4 All Four

1) Name _____ Title _____

Email Address _____

Select the workshops you would like to attend. Buyer or Seller

#1 #2 #3 #4 All Four

3. Practice Information: (Please Print)

Practice Name _____

Address _____

City _____ State _____ Zip code _____

Phone _____ Fax _____

If needed, please contact me by phone at: _____ cell home office

4. Method of Payment:

Please fax your completed form today to reserve your seat.
Seating is limited to the first 20 registrants.

Register by Phone at **888-789-1085** and speak to **Katie**. Please have your credit card ready.

Check payable to: **Practice Transition Partners**.

Mail to: **9891 Irvine Center Dr. #200**
Irvine, CA 92618

Fax registration form to **888-789-7740**. Charge to: Visa MasterCard

Card No. _____ Exp. Date _____

Signature _____

Billing Address of Card _____

The logo consists of a thick, braided rope in a golden-yellow color, outlined in black. The rope is arranged in a rectangular shape with rounded corners, with the ends of the rope crossing at the top center. Inside this rope border is a large, horizontal oval with a white outline and a solid golden-yellow fill. The text "ALL COUNTY CONSTRUCTION" is centered within this oval in a bold, black, sans-serif font.

ALL COUNTY CONSTRUCTION

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The logo features the word "DENTIMAX" in a bold, black, sans-serif font, centered within a yellow oval. This oval is surrounded by a thick, yellow rope border that forms a rectangular shape with rounded corners. The rope has a detailed three-strand braid pattern and frayed ends at the top and bottom. The entire design is set against a solid brown background.

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—Dr. Joe Blaes, Editor, Dental Economics

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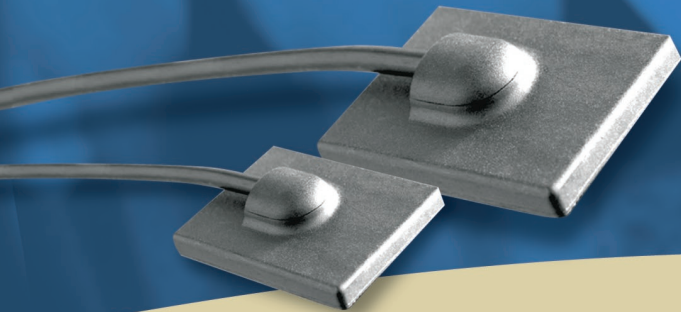
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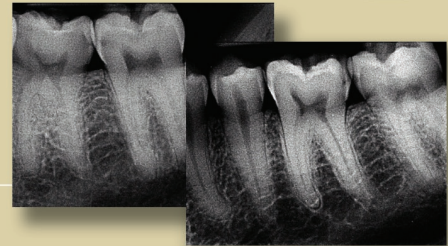
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Presents

Periodontal Therapy, Implants & Bone Grafting for GPs

For General and Restorative Dentists and their Staff
AGD and California Board Approved 8 hours of CE units.
Sunday, June 1, 2008 8am to 4pm
Registration 7:00 am to 8 am

Embassy Suites Hotel-Anaheim South
11767 Harbor Blvd., Garden Grove, CA 92840 Telephone: 714-539-3300

Ziv Simon, DDS, M.Sc.

Dr. Ziv Simon is a Diplomate of the American Board of Periodontology and a Fellow of the Royal College of Dentists of Canada. He publishes articles and lectures nationally and internationally on advanced tissue reconstruction methods, implant dentistry and esthetic periodontal surgery. He has taught as a Clinical Assistant Professor at the USC School of Dentistry. His private practice is in Beverly Hills, California.

Dr. Simon is the founder of the Beverly Hills Multidisciplinary Dental Study Group and maintains a private practice limited to periodontics and reconstructive surgery in Beverly Hills, California. He has presented to the SCAGD before on implant dentistry, bone grafting and on the reduction of the "gummy" smile.

You will learn:

- Diagnosis & treatment of common periodontal disease conditions.
- Esthetic periodontal surgery, flap design and suturing techniques.
- Predictable gingival margin positioning (additive & resective procedures).
- Soft and hard tissue reconstruction for optimal esthetic results.
- Alveolar ridge preservation that creates the foundation for an implant.
- Interdisciplinary treatment for optimal functional and esthetic results.
- Bisphosphonates update & related vital medico-legal issues.



Course Outline Handout & Instrumentation List

Sponsored by:



For Information and Registration call SCAGD at 310- 471-4916 800-762-2511



The Exciting World of General Dentistry

Mini-Lecture & Table Demonstration by Muna Soltan, DDS

The Platinum Standard of Bone Grafting: Autogenous Stem Cells Harvested from the Iliac Crest

Bone marrow aspiration has proved to be an effective, simple, predictable, safe, cost effective and non-invasive procedure. It provides the osteogenic stem cells needed for bone regeneration in severely defective ridges. This technique is more effective than using autogenous bone grafts, the “gold standard.”

Dr. Muna Soltan, a general dentist, and Dr. Dennis Smiler, a reknown oral-maxillofacial surgeon have developed this simple technique as an office procedure for dentists, done under local anesthetic. This lecture will revolutionize your practice and the way you do bone grafting.



Attendees will learn the following at this mini lecture-demonstration:

- How GP dentists can learn to place routine implants and predictably graft living bone cells.
- How to use the Smiler-Soltan stem cell aspiration kit for bone grafting in your dental office.
- How to elevate the maxillary sinuses through a tiny opening with an air-expanding balloon.
- How you can improve your treatment capabilities in this exciting and valuable implant area.
- How to avoid treatment complications and interact with specialists when it is necessary.

Registration Form

(Please print clearly in capital letters using a dark pen)

License No _____ AGD No. if a member: _____
 Name _____ DR/RDH/RDA
 Address: _____ City: _____ ST _____ ZIP _____
 Phone No _____ Fax No: _____ E-Mail _____
 Credit Card Visa /MC No: _____ Exp _____ Amount _____
 Zip code of credit card statement _____

Cancellation Policy: Must be within 7 days of the meeting for a 90% refund. Otherwise a credit voucher for another meeting within one-year will be issued to you.

Tuition Due by May 23, 2008

AGD Member \$99
 Non-AGD Member \$119
 RDA/DA/RDH \$59

After Due Date

\$119
 \$139
 \$69

Continental Breakfast & Lunch Provided - Free Parking- Dental Students \$49

Make checks payable to SCAGD and Mail the forms to SCAGD c/o Dr. Robert Garfield, 2720, Aqua Verde Circle, Los Angeles, CA 90077-1502, or Copy and Fax this completed form and your credit card information to 310-472-6729