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**2011
Opportunities Fair
& Seminar**



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**University of Nebraska
Medical Center
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**Maximizing the
Return On Investment
Seminar and the
2011 Dental
Opportunities Fair**



**Friday
November 4, 2011**

**Seminar:
9 a.m. to 4:30 p.m.
(Registration: 8:30 a.m.)**

**Opportunities Fair:
10 a.m. - 2 p.m.
(Set up: 9:00 a.m.)**

**University of Nebraska
Medical Center
College of Dentistry**
Lincoln, Nebraska

The 2011 Opportunities Fair & Seminar

Administration
1136 DENT (0740)
40th & Holdrege Streets
Lincoln, NE 68583-0740

COLLEGE OF DENTISTRY

UNIVERSITY OF
Nebraska
Medical Center

Registration: Return on Investment Seminar and the 2011 Dental Opportunities Fair

Name _____

Address _____ Home Business

City, State, Zip _____

Daytime Phone _____ Home Business

E-mail (Registration confirmed via email.) _____

- Check if you need electricity (limited access, first come first served, no Internet connection)
- Lunch provided
- Please indicate if you have special dietary needs (e.g. vegetarian)

Seminar Registration:

\$100 per attendee

(Late registration: October 28 - \$125)

No. of attendees in your party: _____

Opportunities Fair:

\$50 flat fee

No. of attendees in your party: _____

Checks payable to:

UNMC College of Dentistry

Send payment to:

UNMC College of Dentistry
c/o Veronica McManamon
40th & Holdrege Streets
Lincoln, NE 68583-0740

For more information:

402-472-3285, vmcmanam@unmc.edu

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Maximizing the Return on Investment Seminar and Dental Opportunities Fair 2011

Successful Career Transition Seminar: Maximizing the Return on Investment for Your Dental Practice will cover the development of an exit strategy, a brief overview of various transition options that every practicing dentist will experience, from outright sale and retirement through and including the various ways a transition can begin as an associateship leading to an eventual partial or total sale.

The program will also cover preparing the practice itself for transition. Discussions will center around substantially increasing the dentist's bottom line during their years of practice leading up to the actual transition, but also increase the likelihood of transition and the ultimate sale price. And those areas will also enhance the value of the practice being acquired by the new dentist owner. For those new dentists, it will teach them what to look for in a dental practice associateship or ownership opportunity.

Dr. Eugene W. Heller is a 1976 graduate of the Marquette University School of Dentistry. He has been involved in transition consulting since 1985 and left private practice in 1990 to pursue practice management and practice transition consulting on a full-time basis. He has lectured extensively to both state dental associations and numerous dental schools. Dr. Heller is the vice president and national director of the Henry Schein® Professional Practice Transitions Practice Sales and Consulting Division.



Seminar Schedule

9:00 - 10:15 a.m.

- Investments that Provide a Maximum ROI
- The Role of Financial Planning
- Non-Financial Aspects of Transition
- Developing an Exit Strategy

10:30 a.m. - 12:00 noon

- Transition Options
- Associates and Non-Competes
- Top Ten Reasons Your Associate Will Not Buy
- Facility Impact on Transitions
- Minimizing Taxation-Retirement Planning

1:30 p.m. - 3:00 p.m.

- Determining Your Present Practice Value
- Costs of Failing to Plan
- What Not to Do! Transition Nightmares

3:15 p.m. - 4:30 p.m.

- Identifying Value Enhancements
- Increasing Pre-Transition Profits
- Netting More Than You Gross
- \$2,000,000-The Potential Impact of Your Last 10 Years
- Questions

