Dental Practice Sales Seminar and the Annual Dental Opportunities Fair

Friday
October 24, 2014

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
Dental Practice Valuation, Sales and Transitions Seminar with Dr. C. Steven Wolff of EMA

Your practice is no doubt one of your most valuable assets and it only makes sense that you have some idea what it is worth in today’s market and what your strategy may be for its future sale and transition. As a contributing author to the textbook used by the UNMC College of Dentistry’s practice management curriculum, Dr. C. Steven Wolff will provide useful information about various valuation methods, which ones may be the most useful for your situation and which ones may not be appropriate.

Dr. Wolff will discuss the marketing of your practice to the next generation of dentists and what your role is likely to be as the torch is passed. Other discussion points will include:

• Preparing your practice for presentation to both the prospective buyers and lenders who will need to be involved for a closing sale
• Realities of cash flow before and after the sale along with the importance of healthy revenues and profitability

EMA Dental Practice Sales has now sold over 235 practices in the Midwest market and you will benefit from the experiences of someone with real world experience in valuing, marketing, financing and closing the sale of a dental practice.

Dr. C. Steven Wolff is a 1977 graduate of UMKC School of Dentistry and has owned and operated seven dental practices across the Kansas City area before moving into the practice transition field. He works closely with sellers to determine the fair market value of their practices and conducts analyses of all hard assets, patient statistics, and financial records to find the value of the entire practice, including the intangibles. He maintains a solid understanding of the active market to educate sellers on the current market trends and provides valuable advice to make for-sale practices attractive to active buyers.

Dr. Wolff is a contributing guest author for Dental Economics magazine and the Midwestern Dentist. He is a contributing author to Dental Practice Transition: A Practical Guide to Management, the textbook currently used at the University of Nebraska Medical Center College of Dentistry. He currently serves on the ADS marketing committee.

Parking Note: Parking will be available in the east lot of the College of Dentistry. Permits will be purchased for each vehicle and available the day of the event(s).