

NEVER SELL YOUR PRACTICE

I recently spoke with a good friend who bought a practice through our company about 15 years ago. He asked me about prices, the market, and when he should think about selling.

I told him he should never sell his practice. Now, why would a commissioned broker say that?

There's one simple reason: It's nearly impossible for dentists to find a better capital investment than the equity in their practice.

Why?

Because **you** control the capital in your dental practice. If you choose to be a hands-on owner/operator, you have direct influence over your capital every single day.

As the business owner, you are the sole decision maker and you can make decisions quickly and without restraint.

You will never find these financial freedoms and controlling levers in a passive investment.

The average practice owned and operated by a solo dentist produces a minimum of 10% return on investment, and in many cases capital produces upwards of 20%.

Don't sell your practice and attempt to find a better investment. It simply will not happen.

When it comes down to the return on investment, there is nothing better than a dental practice.

So why would you sell your dental practice?

For many owners, life gets in the way and they want more freedom from ownership, making it logical for them to call me and sell their practice. Some want to travel, some want the cash, and some are simply no longer able to manage the duties of working day-to-day.

So, if you need to sell your practice, I will be here waiting to help you.

However, I don't think selling will be the only option for long.

I predict that non-dentists will be able to own and operate a dental practice soon. That means your family can own your practice if you are not able to.

Will it to your family and they can operate it just like corporate dentistry. These corporates we hear about are not always owned and operated by dentists.

And if the corporates can do it, it's likely one of your family members can do it, too.

Text me at 416-520-7420 if you would like a free copy of my book. It contains a Locum Contract to engage a temporary dentist to cover your practice (and keep the income flowing!) if you are not able to go to work.

Make it a strong day!



Written by:



Timothy A. Brown,
FRI, CEO & Broker of
Record

