

YOU CANNOT SELL THE KIDS, BUT YOU CAN SELL THE PRACTICE



This straightforward phrase, “You can’t sell the kids, but you can sell the practice,” struck a chord with me when it was shared by a dynamic female client with whom I worked a year ago to sell her dental practice. It perfectly captures the delicate balance between personal and professional life that many entrepreneurs grapple with.

Allow me to introduce you to her. A vibrant character and a true force of nature, she built her practice from the ground up. Yet after a decade, she recognized that the relentless demands of her career had quietly worn her down—all while juggling a successful husband, a bustling household, and the challenges of managing a busy dental office. She was in the trenches, dealing not only with the daily demands of patient care but also with the complexities of human resources, both at home and at work.

Entrepreneurs are accustomed to wearing many hats, and she was no exception. While some employees shine and embrace the entrepreneurial spirit, others do not, leading to moments of frustration that only a business owner can truly understand. I have faced this challenge myself. It is simply a reality of today’s fast-paced business environment.

After spending a year away from her practice, the desire to return is palpable. It is easy to understand. There is a hunger for purpose, a drive to create, and a need to contribute. Yet now, she is considering a different path. She is **investing in a dental practice** while stepping into a more strategic role and distancing herself from the burdens of day-to-day management.



This is not only possible. It is a smart choice. With the right business structure in place, she can engage a seasoned office manager to absorb the operational details. She can focus on the aspects of dentistry she loves while enjoying the flexibility of part-time work or stepping in as a locum when needed. Ownership is not a one-way street. There are always multiple paths forward.

I have walked this road myself. There was a time when I felt overwhelmed—not just by business obligations, but by life’s competing demands. Recognizing this strain led me to make a pivotal decision. I brought in a senior manager with a keen understanding of both people and business. That choice transformed my experience and ensured my continuity as an entrepreneur.

Owner fatigue is a very real and often overlooked issue. I know this from firsthand experience, and I empathize deeply with those carrying the weight of it all. As the sole shareholder of a firm with over fifty employees, I navigate these challenges daily. The journey is demanding, but I assure you, it is manageable with intention, structure, and strategic decision-making.

Here is the most important takeaway. You have options. You can sell your practice, invest in another, or transition into a directorship. What matters most is clearly understanding your goals and creating a structure that aligns with your vision for both your professional and personal life.

As the holiday season comes to an end, I encourage you to reach out. Whether you need to discuss selling or simply want to unpack the complexities of business ownership, I am here for you, ready to listen and guide you, confidentially and without pressure. You are not alone in this, and together, we can chart a confident path toward your next chapter.

Post holiday season is considered the lowest point of the year for some. Lack of sun, the post-vacation daily routines sets in. Snow. Credit card bills, the list goes on...

Subscribe to my newsletter: [Timothy’s Newsletter](#)

TEXT me @ (416) 520-7420 for a FREE estimate of the fair market value of your practice.

Refer a friend and you will BOTH receive a **REVERSE Tariff** professional courtesy of up to \$1,500 each toward your ROI Appraisals. A total savings of \$3,000.

Working with i-Dentists™ since 1984 (*actually, a little bit longer than that!*)

Written by:



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



roicorp.com