THE CHECKLIST THAT PROTECTS YOUR PRACTICE'S VALUE

Yes, another checklist for your summer planning session. This stuff matters. A lot! Get it together, along with last week's checklists and you will be a top value practice owner.

Essential/Critical Items

- ☐ Proper, Written Associate and Employee Contracts
- ☐ Premise Lease, Renewal and Assignment Options
- ☐ Bank Approved Professional Appraisal
- ☐ Professional Incorporation and Minute Book Compliance
- ☐ Treatment and Procedures Analysis
- ☐ Active Client/Patient Count complete with Demographics
- ☐ Performance Data by Provider, per Hour/Day/Month
- ☐ Accounts Receivable: Fully Reconciled and Purified

HOW DO I GET STARTED?

- Assemble a team of professionals who have dealt with numerous practice transitions.
- Understand when and why each transition item should be introduced during the selling process. There is a strategic path to follow to ensure the integrity of your goodwill is maintained at all times.
- Every transition is unique. Your Broker will help you to understand the many other transition items that we will add to your customized checklist.
- Your ROI Broker will provide a transition manual explaining the dozens of minor business issues that will be transferred to the new owner and guide you through the many steps in the process, such as how, what and when to tell the staff and clients.

Written by:

Timothy A. Brown,
Broker of Record

Click HERE for a FREE copy of the 11th (and final) edition of my book.

Subscribe to my newsletter: Timothy's Newsletter

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

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

SUMMER HOURS: Tuesday, Wednesday & Thursday 8:00 am to noon EST