



**CPD  
points  
available**

## Thinking about buying or selling a dental practice?

If so, you should join us for an informative seminar taking place from 5.30 pm on Thursday 15th March 2012

### **An overview**

Frank Taylor and Associates in association with Young & Lee Solicitors, Mitten Clarke Wealth Management and FTA Finance Ltd will provide an evening seminar covering the critical areas you should consider if you are thinking of either buying or selling a dental practice.

Preparation is everything so if you are starting to consider an exit strategy, looking to acquire your first practice, or even thinking of adding to your portfolio then you should attend.

### **BIRMINGHAM**

Birmingham Medical Institute  
36 Harborne Road  
Birmingham  
B15 3AF

Our event is in the Anthony Hockley Library and there is a welcome reception and registration from 5.30pm. Event should conclude by 9.00pm

*Frank Taylor and Associates*

THE LEADING INDEPENDENT VALUERS AND SALES AGENTS TO THE DENTAL PROFESSION

# Learning outcomes

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Find out from the experts the current state of the market and why reality is so different from perception

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Find out from our experts what will impact your decision for either buying or selling a dental practice

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Discover the hidden legal and financial issues which may undermine a favourable outcome

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Practical tips surrounding the process of purchasing of a dental practice

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Find out how to best prepare for a purchase from funding requirements to building a cohesive business plan

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Find out how to influence the worth of your dental practice by learning how to identify the principles constituting a good sale

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Understand the key concepts involved in turning expenditure in a practice into an investment and how to get a return on that investment

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Consider what your exit strategy should look like

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# Speakers

## David Brewer – Frank Taylor and Associates



Experienced Dental Business Advisor David Brewer has a long established reputation of funding in the health care sector and has been involved in the sales and purchases of dental practices for over 20 years.

He now works with Frank Taylor and Associates and will provide an update on the Dental Market in general and provide a few tips if you are considering either selling your Practice or indeed looking to acquire a new Practice.

## Lis Hughes – Frank Taylor and Associates



Lis Hughes is a Director of Frank Taylor and Associates and works specifically with the clients as the transaction proceeds through the sale and purchase process. A recognised voice of authority on what is happening in the dental sector, Lis will be provide an update on CQC and the impact of good compliance on the valuation of a practice.

## Tim Lee – Young & Lee Solicitors



Tim has many years experience and built up a well deserved reputation within the profession in acting for dental clients and is well supported by a dedicated team. Tim also specialises in structuring dental practices, including partnerships, expense sharing arrangements, incorporations etc. He also has expertise in the regulatory aspects of dental life, particularly in assisting practices to come to terms with CQC registration issues and relationships with professional bodies.

## Scott Heath – Mitten Clarke Wealth Management



Scott's clients appreciate his hands on approach and practical, business advice. He has a wealth of experience to call on, having acted as lead advisor for a number of his dental clients when buying and selling their practices.

Scott presents to the dental profession on a regular basis and the delegates' feedback is excellent. You will enjoy his informal, yet professional style and he'll talk through some actual transactions, giving ample time for your questions.

# Booking Form

Title:	Forename:
Surname:	
Status:	Principal/Practice Manager/Other (please specify)
GDC registration number:	
Practice name:	
Address:	
Postcode:	
Email:	
Contact Telephone number:	

I would like to reserve  places

**To book: Please fill in the above form and return to Alicia Loxley:**

Email: [alicia.loxley@ft-associates.com](mailto:alicia.loxley@ft-associates.com)

Or by post to: Alicia Loxley, Frank Taylor and Associates, 1 Bradmore Building, Bradmore Green, Brookmans Park, Hertfordshire. AL9 7QR

On receipt, confirmation and the agenda will be provided

Registration: From 5.30pm – seminar starts promptly at 6pm and concludes at 9.00pm



Frank Taylor and Associates



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