



**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 Wednesday 14th March 2012

An overview

Frank Taylor and Associates in association with Cohen Cramer Solicitors, UNW Accountants 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.

LEEDS

DeVere at Oulton Hall
Rothwell Lane
Oulton
Leeds
LS26 8HN

Our event is in the Repton Room 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

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

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

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

Practical tips surrounding the process of purchasing of a dental practice

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

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

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

Consider what your exit strategy should look like

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.

Alan Suggestt – UNW Accountants



Alan Suggestt is a chartered accountant and has been advising dentists since 1980. He has been a member of NASDAL for 12 years, sits on the Technical Committee, and co-ordinates the quarterly NASDAL goodwill survey. He has over 150 dentist clients, many of whom he has helped to buy or sell practices (including his dentist son who bought his first practice in 2010). Alan regularly presents for the BDA and has articles published in the dental press.

John Grant – Cohen Cramer Solicitors



John is the head of Dental and the Managing Partner of Cohen Cramer Solicitors, one of the country's foremost providers of legal services to the dental profession. For the last 20 years he has been advising the dental profession on the legal aspects of running a dental practice.

His clients include associates, practice managers, sole principals, expense sharers, partnerships and dental corporates. He also acts for a number of dental practice agents, specialist dental accountants, IFA's and others providing services to the dental profession.

He is currently Chairman of the Association of Specialist Providers to Dentists (ASPD) and is also on the panel of specialist lawyers recommended by the BDA (British Dental Association). He is a member of the legal group within the National Association of Specialist Dental Accountants (NASDA)

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

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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