Are you ready to sell?

Exclusive Seminar for Dental Practice Owners

Saturday 22 April 2017
Leicester
09.30am - 4.00pm

Realising the value of your dental practice can often represent a significant investment. So, if you’ve made that important decision to sell, then it’s important that you get all the right information and help throughout the sales process.

At our seminar you'll hear from a range of speakers, all of whom have years of experience in the dental sector and specialist knowledge that will help ensure the successful sale of your business. What’s more, by attending the seminar you’ll have the opportunity to put your questions to leading professionals whose aim is to help you get the best possible sale price.

www.ft-associates.com
Programme

09.30am Registration & Coffee

10.00am Welcome

10.15am The legal process
This session will focus on the legal process of a sale. Looking at issues to be aware of, the various stages of the sales deal and ensuring your interests are protected at all times, it's a presentation not to be missed.

11.00am Coffee

11.15am Preparing to sell your practice
Covering an overview of the current market, this session will take a look at what's involved when deciding to sell a dental practice, getting an evaluation and key factors you should take into consideration before making any decisions.

12.00pm The Sales Process made easier
If you've made that important decision to sell then it's important that you get all the right information and help throughout the sales process. This session will highlight what's involved (from Due Diligence to CQC guidance) and will offer all the advice you need to ensure your sale is a stress-free and smooth process.

12.45pm Lunch

2.00pm Planning for your Retirement
A closer look at pensions to ensure you have the funds in place ready for your retirement. The session will also feature the importance of writing a Will – an important document that should be put in place no matter how old or young you are.

3.00pm Coffee

3.15pm Leadership & Management
Looking at ‘management vs. leadership’ as well as guidance on getting your business values & culture right so that your practice remains a profitable business.

3.45pm Final Q and A's

4.00pm Close

Speakers

Chris Stevenses
Frank Taylor & Associates
Chris is a recognised expert in dental valuations and has a wealth of experience in the dental sector having valued and sold many hundreds of practices across the UK. With expert knowledge and understanding of the dental sector, Chris will provide an overview of the market and discuss the difference between market perception and market reality, including goodwill.

Andy Acton
Frank Taylor & Associates
Andy Acton is a director and co-owner of Frank Taylor & Asssociates. Andy is a recognised expert in dental valuation and has gained a wealth of experience in the dental sector over the past 20 years. He has played a key role in the valuation and sale of many hundreds of practices throughout the UK and is a recognised speaker/presenter at dental seminars and events.

Lis Hughes
Frank Taylor & Associates
Lis has worked in the dental sector for many years and offers a depth of understanding in what does and does not work and which pitfalls are best avoided when selling a practice.

Thomas Coates
FTA Law
Thomas is a specialist dental solicitor and has particular experience in dental transactions with a focus on practice sales and acquisitions, incorporations and drafting the full range of commercial agreements including Expense Share, Shareholders and Partnership Agreements.

Sue Delahunty
Wealthmasters
Sue Delahunty, Head of Dental Services at Wealthmasters, is based in Dorset and covers the whole country. She has been an IFA for over 30 years, having dedicated the past decade to working with dentists and their families.

Places at the seminar are limited, and will be offered exclusively to dental practice owners on a first come, first served basis.

If you would like to join us at our Sellers Day, please call 0330 088 11 56 or email marketing@ft-associates.com to reserve a place at this one day seminar.

(£25 refundable booking deposit required).