

# 'Building Business Competence'

## One Day Seminar for Dental Professionals

**SATURDAY 7 OCTOBER 2017**  
**WATFORD, HERTFORDSHIRE**  
**9.30am – 5.00pm**

*Places available at just*

**£249 + VAT per delegate**

*(Additional places available at just  
£149 + VAT each)*

### EARLY BIRD OFFER

*Book before Friday 8<sup>th</sup> September 2017  
for only £149 + VAT*

**0330 088 11 56**

**CPD Points Available**

Buying and running a successful dental practice takes a lot of hard work and determination. As well as all the benefits of being your own boss such as choosing which hours you work, job security and being able to fit the practice around your family and lifestyle, you'll also have significant responsibilities to fulfil as a business owner. You're no longer just running a dental practice, but a business that you need to fully understand and get right from the start.

Ongoing day to day business issues will of course be top of your agenda, but as a business owner you now have to adhere to much stricter CQC standards, particularly in regard to patient care, staff knowledge of child protection and continuous improvement. And these enforceable standards are definitely not to be ignored as failure to comply will put your business at risk. In addition, for anyone looking to secure funding from the banks, it's important to demonstrate that some management training has been undertaken.

So if you're thinking of buying a practice or are already running one and want to improve your knowledge, come along to our one day management day. 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 you make the right decisions both now and in the coming months.

*Frank Taylor & Associates has been involved in the sale and valuation of thousands of dental practices nationwide and has established itself as the most successful independent valuer and sales agents for the dental market.*

## PROGRAMME

- 09.30am Registration & Coffee
- 09.45am **Welcome**, including overview of the day
- 10.00am **Financial Awareness**  
*A look at financial accounts, adjusted net profit statement & cashflow forecast.*
- 11.15am Coffee
- 11.30am **Forward Planning**  
*A closer look at the tools you need to develop your business including building a 30 minute business plan, implementing effective marketing strategies & planning to sell when the time comes.*
- 12.30pm Lunch
- 1.30pm **Employment & HR**  
*Focusing on managing & motivating your existing team, hiring the right people & employment law.*
- 2.30pm **Operational Excellence**  
*Tips and advice on all the policies & procedures you need to have in place to comply with CQC.*
- 3.30pm Coffee
- 3.45pm **Leadership Skills**  
*Looking at the importance of team building, 'management vs. leadership', as well as guidance on getting your business values & culture right.*
- 4.45pm **Final Q & A's**
- 5.00pm Close

**Frank Taylor & Associates**

## SPEAKERS

### Chris Strevens

Chris is a recognised expert in dental valuation 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

Andy Acton is a director and co-owner of Frank Taylor & Associates. 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

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 buying a practice. Working with both vendors and purchasers during a transaction, Lis has been involved in hundreds of sales and purchases from evaluation through to completion.

### David Brewer

Experienced Dental Business Advisor David Brewer has a long established reputation of funding in the healthcare sector and has been involved in the sales and purchases of dental practices for over 20 years. David is head of the FT&A Finance Division and will provide a beginners' guide to buying a practice where his advice and knowledge can and will make all the difference when applying for finance.

### Sarah Buxton

Sarah specialises in dental employment law, drafting associate agreements, contracts of employment and staff handbooks. Sarah deals with Employment Tribunal cases and also advises on non contentious issues such as all aspects of disciplinary, redundancy and grievance procedures.

*Please note – if you would like to work through a cashflow forecast during the Financial Awareness session at the seminar, please bring along your own laptop (with Microsoft Office Excel installed).*

## TO BOOK

Please contact **0330 088 11 56** to book your place at the seminar.

**Card Payments Accepted.**

**Alternatively, you can send a cheque for the full amount made payable to 'Frank Taylor & Associates Ltd' to:**

**Frank Taylor & Associates  
1 Bradmore Building  
Bradmore Green  
Brookmans Park  
Herts  
AL9 7QR**

**Please remember to include your full name, email address and contact telephone number on any correspondence so that confirmation can be sent to you.**

**Any further enquiries about the seminar can be emailed to [marketing@ft-associates.com](mailto:marketing@ft-associates.com)**