

# Navigating the Dental Transition Minefield

9:00-4:30pm  
8:30 registration

June 29, 2018



Join us for a light continental  
breakfast & lunch while  
enjoying a CE Practice  
Management Lecture

@

**Benco Dental™**

3590 Harbor Gateway N  
Costa Mesa, CA 92626

## Speakers

**Patrick J. Wood**  
DENTAL ATTORNEY

**Art Wiederman**  
DENTAL CPA

**Kathleen Johnson**  
MANAGEMENT CONSULTANT

**WHETHER YOU OWN OR PLAN TO OWN A DENTAL PRACTICE, THIS SEMINAR IS FOR YOU!**

This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering in to a partnership buy-in or becoming an associate with an option to buy the dental practice in the future.

Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include:

- Evaluating books and records
- Analyzing the dental software and charts
- Lease issues which can destroy your investment
- Pitfalls in the purchase agreement
- Tax ramifications of sale or purchase
- Continuing to practice dentistry after a sale
- Restrictive covenants and covenants not to compete
- Financing issues

And many other topics...



Register at:

[www.w-acpa.com/seminars.html](http://www.w-acpa.com/seminars.html)

Or fax to: 714-259-0406

Before June 15, 2018 \$110

After June 15, 2018 \$135

Spouse \$65

Cancellation policy– cancel prior to event for full refund.

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The Law Firm of Wood & Delgado is designated as an Approved PACE Program Provider by the academy of general dentistry. The formal continuing education programs of this program provider are accepted by the AGD for Fellowship/Mastership and membership maintenance credit. Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. The current term of approval extends from 01/01/2018 to 12/31/2019  
Provider id # 341633



Patrick J. Wood is a member of the law firm Wood & Delgado and has been representing dentists for over 30 years. Mr. Wood received his B.A. degree from UCLA and his JD degree from Southwestern University. He was admitted to practice law in California in 1978, and he or other members of the firm are also admitted in Colorado, Texas, Nevada, Arizona, and Hawaii. He has lectured extensively at dental conventions, dental societies and dental schools. His firm negotiates over 100 office leases each year, and is involved in over 75 dental practice sales each year. Wood & Delgado have offices in Irvine, California and Temecula, California. [www.dentalattorneys.com](http://www.dentalattorneys.com)



Art is a partner of Wiederman & Chamberlain, CPAs which is a the dental division of HMWC CPAs & Business Advisors in Tustin, California. Art has dedicated his accounting career of over thirty-three years to working with dentists. He specializes in the area of tax and financial planning, and dental financial practice management, helping dentists to meet their business and personal financial goals. He has lectured to numerous local, state, and national dental groups and dental schools. He is a founding member of the Academy of Dental CPA's and has written a highly respected book entitled "The Art of Finance." Art is also a principal in Wiederman & Potter Premium Practice Sales, which he started in 2005. [www.w-acpa.com](http://www.w-acpa.com)



Kathleen Johnson is a dental practice management and transition consultant with 38+ years in the dental field and a founding member of the Academy of Dental Management Consultants. Kathleen is known for her comprehensive practice evaluations and transition consulting services for dentists and associates. Whether helping a dentist confidently transition into retirement, assisting a new dentist with finding the ideal practice, or helping a dentist find new passion in her or his business, Kathleen provides the support and expertise dental professionals need to make it happen! [www.kjohnsonconsulting.biz](http://www.kjohnsonconsulting.biz)

**Registration Form**

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