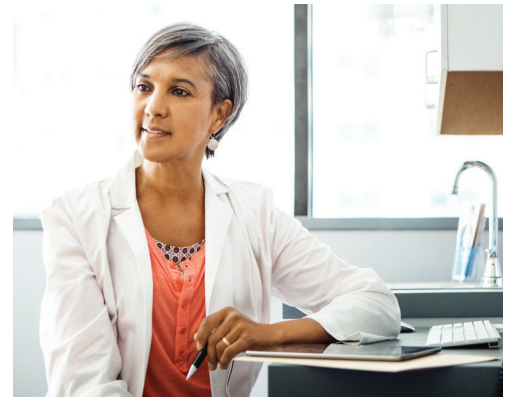


Navigating the Dental Transition Minefield



As a member of the Florida Dental Association, you are cordially invited to attend this rewarding seminar about planning your future. Some of the leading experts in dental practice transitions will be on hand to point out the many issues you will face when attempting to sell or acquire a dental practice.

Topics of Discussion

- 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
- Fraud prevention measures

Featured Speakers

Patrick J. Wood, Dental Attorney

Wood & Delgado

Patrick J. Wood has been representing dentists for over 30 years. 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.

Jaime Parlade and Justin Schaefer, Dental CPAs

Parlade & Schaefer, CPAs, PA¹

The firm of Parlade & Schaefer, CPAs, PA is a member of the Academy of Dental CPAs (ADCPA). Jaime and Justin work with clients from all parts of the dental industry and receive specialized training on concerns unique to dental practices.

Kathleen Johnson, Management Consultant

Kathleen Johnson Consulting

Kathleen is a dental practice management and transition consultant with 35+ years in the dental field. She offers buyers due diligence practice evaluations, transition consulting/coaching services and has helped dentists confidently transition into retirement.

Jason Nunez, Business Development Officer

Bank of America Practice Solutions²

Mr. Nunez is a Business Development Officer who specializes in Dental Practice Sales. He will be discussing how dentists in today's economy are able to secure financing to acquire a dental practice.

Event Information

Friday, February 9, 2018

Registration

8:30 a.m. – 9:00 a.m.

Seminar

9:00 a.m. – 3:30 p.m. (Lunch and snacks provided)

Cost

FDA Members: \$99; Non-members: \$129

This seminar qualifies for 3 hours CE Credit.

Location

Bank of America Financial Center

401 E Las Olas Blvd

Fort Lauderdale, FL 33301



Approved PACE Program Provider
FAGD/MAGD Credit
Approval does not imply acceptance by a
state or provincial board of dentistry or AGD
endorsement.
4/1/2016 to 3/31/2020
Provider ID# 302387

RSVP by February 1

by email:

dg.seminar@bac.com

or by phone:

614.254.3650

¹ Please consult your financial, accounting or legal advisors, as neither Bank of America, its affiliates, nor their employees provide legal, accounting and tax advice.

² Subject to credit approval; restrictions apply. Practice Solutions is a division of Bank of America N.A., a registered trademark of Bank of America Corporation. Sponsorship is not an endorsement or approval of the non-affiliated speakers, programs or products of the Florida Dental Association.