

NAVIGATING THE DENTAL TRANSITION MINEFIELD 2012

**TWO LOCATIONS OFFERED THIS YEAR:
San Diego & Orange County**



FEATURING:

PATRICK J. WOOD
Founder of Wood & Delgado

ART WIEDERMAN
CPA of Wiederman & Associates

KATHLEEN JOHNSON
Dental Practice Consultant

KEN RUBIN
CPA of Ken Rubin & Company

www.dentalattorneys.com

November 30, 2012

9:00am - 4:00pm

“Navigating the Dental Transition Minefield”
La Jolla Marriott • (858) 587-1414
4240 La Jolla Village Dr., La Jolla, CA 92037
Lunch will be served

December 1, 2012

9:00am - 4:00pm

“Navigating the Dental Transition Minefield”
The Glidewell International Technology Center
18551 Von Karman Avenue, Suite 201
Irvine, CA 92612 • (949) 399-1945
Lunch will be served

Excellent information regarding practice transitions. Highly recommend this seminar for both buyers and sellers. Mr. Wood, Mr. Wiederman, along with Mrs. Johnson were all very knowledgeable speakers.

-Dr. Mircea Mitu D.D.S.

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 into 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 a sale or purchase; continuing to practice dentistry after a sale; trade secret protection; restrictive covenants and covenants not to compete; financing issues; and many other topics.

This was an excellent course on Practice Transitions. Overwhelming knowledge and information provided. Great reviews on all aspects of practice transitions. I feel more ready and at ease to move forward with my transition because of this seminar.

-Dr. Hani Jamah. D.D.S.

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NAVIGATING THE DENTAL TRANSITION MINEFIELD

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Bank of America Practice Solutions™

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FEATURED SPEAKERS:



PATRICK J. WOOD

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 50 dental practice sales each year. Wood & Delgado have offices in Irvine, California and San Francisco, California.



ART WIEDERMAN (Speaking only in Orange County Location)

Art is President of Wiederman & Associates in Tustin, California, a CPA firm dealing exclusively with dentists. He specializes in the areas 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."



KATHLEEN JOHNSON

Kathleen Johnson is a dental practice management and transition consultant with 34+ 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!



KEN RUBIN (Speaking only in San Diego Location)

Ken Rubin is a San Diego based Dental CPA and Dental Practice Broker. As a result of 28 years of experience in dental practice transitions he has obtained valuable practical knowledge to help dentists experience smooth transitions. He is a frequent author and speaker, and is a founding member of the Academy of Dental CPA's.

REGISTRATION FORM | TROJAN

(Please Print in Capital Letters)

NAVIGATING THE DENTAL TRANSITION MINEFIELD

Name	License No.	
Address		
City	State	Zip
Phone	Fax	
E-mail	<input type="checkbox"/> Check <input type="checkbox"/> Visa <input type="checkbox"/> MC	
Card Number		
Card Holder Name		
Billing Address if Different		
Card Holder Signature		
Expiration Date	3 Digit Security Code	



7 AGD Credits 3 CE Credits

C.E. Credit Courses	Cost
11/30/12 9am - 4pm La Jolla Marriott 4240 La Jolla Village Dr. La Jolla, CA 92037	\$179.00 Before 11/1: \$149.00 Spouse: \$50
12/1/12 9am - 4pm The Glidewell International Technology Center 18551 Von Karman Avenue, Ste 201, Irvine, CA 92612	\$179.00 Before 11/1: \$149.00 Spouse: \$50

Mail registration with check to: Wood & Delgado
 26020 Acero, Ste 100 Mission Viejo, CA 92691 • 800-499-1474 | FAX 800-511-2138