

# Passport to Your Dental Transition Destination 2014

7 AGD  
Hours

Featuring:

Art Wiederman,  
Dental CPA

Kathleen Johnson,  
Management Consultant

Patrick J. Wood,  
Dental Attorney

Date: June 27, 2014

Time: 8:30 registration  
9:00- 3:30pm

Location:

Glidewell Laboratories  
18551 Von Karmen Ave,  
Suite 201

Irvine, CA 92612

Continental breakfast & light  
lunch will be served (PLEASE NOTIFY US AHEAD  
OF TIME IF YOU ARE VEGETARIAN)

*"This was an excellent course on Practice Transitions. Overwhelming knowledge and information provided. Great reviews on all aspects of practice transitions. I felt more ready and at ease to move forward with my transition BECAUSE OF THIS SEMINAR!"*

-Dr. Hani Jamah, 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 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...

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**Art Wiederman, CPA of Wiederman & Associates Certified Public Accountants**

Art is President of Wiederman & Associates in Tustin, California, a CPA firm dealing exclusively 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 CPAs 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, Dental Management Consultant**

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! [www.kjohnsonconsulting.biz](http://www.kjohnsonconsulting.biz)



**Patrick J. Wood, Dental Attorney founder of Wood & Delgado**

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)

**Registration Form**

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Billing Address: \_\_\_\_\_ Lic#: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Email: \_\_\_\_\_

<input type="checkbox"/> Before June 6, 2014	# Attending _____ x \$99.00 = _____
<input type="checkbox"/> After June 6, 2014	# Attending _____ x \$125.00 = _____
<input type="checkbox"/> Spouse	\$59.00= _____
<b>SEATING IS LIMITED</b>	<b>Total \$ _____</b>

If paying by Credit Card please fax registration to: 714.259.0406

Please circle the card you will be using: Visa / MasterCard / Amex

Card Number: \_\_\_\_\_ Exp: \_\_\_\_\_ 3 or 4 Digit CVC Code: \_\_\_\_\_

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Register online: <http://www.w-acpa.com/seminars.html>

If paying by check, please make payable to: Wiederman & Associates, mail to: Wiederman & Associates, 1415 Warner Ave., Suite C, Tustin, CA 92780, 714-259-0505