Speakers:

Buck Reasor, DMD  
Practice Transition Broker  
Buck is a retired dentist who now focuses on helping other dentists in the transition process. Buck takes the fear out of practice transitions through his experience of selling dental practices and his understanding of the nuances of the process. The founder of Reasor Professional Dental Services LLC, Buck transitions practices in the Western United States.

Ian McNickle, MBA  
Partner at WEO Media  
WEO Media is a dental marketing company providing dentists with online marketing and communication strategies to grow their practice. Their services include custom websites, SEO and PPC, social media, email newsletters, custom videos, branding, online reputation management and more.

Doug Alexander  
Lawyer, Business, and Taxation  
Doug is an attorney licensed in Oregon and Washington. His practice focuses on the legal needs of dentists, and he has worked with dentists in most of the western United States. Doug personally handles practice sales, acquisitions and transitions, financing and succession planning, as well as related professional business entities. Other members of the Saalfeld Griggs Dental Industry Team handle dental office leases, development and sales, employment law and related litigation, estate planning, and employee benefits.

Doug Fettig, CPA, MBA  
Dental Business Advisor  
Doug Fettig is a Consultant within the Dental Services Group at AKT CPAs, Advisors and Consultants, ranked as one of the top 100 accounting firms nationwide. With over 25 years of business and consulting experience, Doug has the unique ability to understand dentists’ needs and help them grow efficient and profitable practices.

Chris Kane  
Vice President / Commercial Banking Manager  
Chris holds a Finance Degree from Bentley University in Waltham, MA. After he began his professional career with Merrill Lynch and Fidelity Investments, Chris has been with Pacific Continental Bank for over 15 years and possesses the title of VP/Commercial Banking Team Leader. His extensive background in dental lending includes financing start-ups, acquisitions, partnership buy-ins, expansions/etc.

Dr. Bill Blatchford & Dr. Christina Blatchford  
Dr. Bill Blatchford and his daughter, Dr. Christina Blatchford are private practice dentist’s advocates for net return, more time away and increased enjoyment. Bill, a 1970 Loyola grad, practiced 20 years in Corvallis, OR. Christina is a 2009 OHSU grad with a Milwaukie, OR. Practice. They have helped thousands of Doctors to develop leadership skills and practice success. They encourage practice mergers and helping new dentists find their way. Their recent book is No Nonsense Transitions.

Doug Alexander  
Lawyer, Business, and Taxation  
Doug is an attorney licensed in Oregon and Washington. His practice focuses on the legal needs of dentists, and he has worked with dentists in most of the western United States. Doug personally handles practice sales, acquisitions and transitions, financing and succession planning, as well as related professional business entities. Other members of the Saalfeld Griggs Dental Industry Team handle dental office leases, development and sales, employment law and related litigation, estate planning, and employee benefits.

Doug Alexander  
Lawyer, Business, and Taxation  
Doug is an attorney licensed in Oregon and Washington. His practice focuses on the legal needs of dentists, and he has worked with dentists in most of the western United States. Doug personally handles practice sales, acquisitions and transitions, financing and succession planning, as well as related professional business entities. Other members of the Saalfeld Griggs Dental Industry Team handle dental office leases, development and sales, employment law and related litigation, estate planning, and employee benefits.

Doug Alexander  
Lawyer, Business, and Taxation  
Doug is an attorney licensed in Oregon and Washington. His practice focuses on the legal needs of dentists, and he has worked with dentists in most of the western United States. Doug personally handles practice sales, acquisitions and transitions, financing and succession planning, as well as related professional business entities. Other members of the Saalfeld Griggs Dental Industry Team handle dental office leases, development and sales, employment law and related litigation, estate planning, and employee benefits.
Schedule:

Friday
7:30  Check-In with Hosted Breakfast
8:00  Sequence of a Dental Practice Transition
8:50  Legal Issues in Practice Transitions
9:40  Advanced Tax & Financial Planning Strategies
11:30 Helping Your Buyer Get Bank Financing
10:30 How to Maximize the Value of Your Practice
12:00 Online Marketing and Communication Strategies to Grow Your Practice
12:30 Lunch
1:30 - 5:00 pm  Roundtable Group Symposium

Afternoon Breakout Sessions - Meet with each presenter on a very small group basis to discuss your own personal needs to transition your practice/or buy a practice.

Cost to Attend
$295 for 8 hours of instruction, continental breakfast, lunch and course materials. Spouses are encouraged to attend at no additional charge. In case of cancellation by registrant, refunds will be made if received no later than three weeks prior to program date.

Please indicate if buyer or seller

For only $295, you and your spouse will attend a seminar on Friday including: continental breakfast, lunch and other course materials that may be provided.

The Portland Seminar will be held at the MAC Club in SW Portland, 1849 SW Salmon St., Portland, Oregon. For information about the club, please call 503-223-6251.

Practice Transitions Seminar
Selling Your Practice and Growing Your Practice

In this course, you will learn about the legal, financial, logistical, and emotional aspects of transitioning out of your full-time dental practice and for buyers transitioning into their first practice. Our team of experts will lecture and conduct Q&A sessions

• Sequence of a Dental Practice Transition for both Buyers and Sellers
• How to Maximize the Value of Your Practice
• The Importance of the Allocation of Assets in the Practice Sale for both the Buyer and Seller
• Online Marketing & Communication Strategies to Grow your Practice for Both Buyers and Sellers
• Advanced Tax & Financial Planning Strategies Before, During and After Transition for Both Buyers and Sellers
• Legal Issues in Practice Transitions for Both Buyers and Sellers
• Helping Your Buyer Get Bank Financing
• Real Estate Issues in a Practice Transition

For more information, please contact Buck Reasor at 503-680-4366 or email info@ReasorProfessionalDental.com.