

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.



Rod Johnston, MBA, CMA
Practice Transition Broker

Rod has been a practice broker in the Pacific Northwest since 2004 with hundreds of transitions and valuations under his belt. Rod's background combines finance, accounting and dental consulting which makes the perfect blend for a practice broker. He has an MBA from Seattle University, is a Certified Management Accountant and an Accredited Business Appraiser. Rod is the founder of Omni Practice Group.



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.

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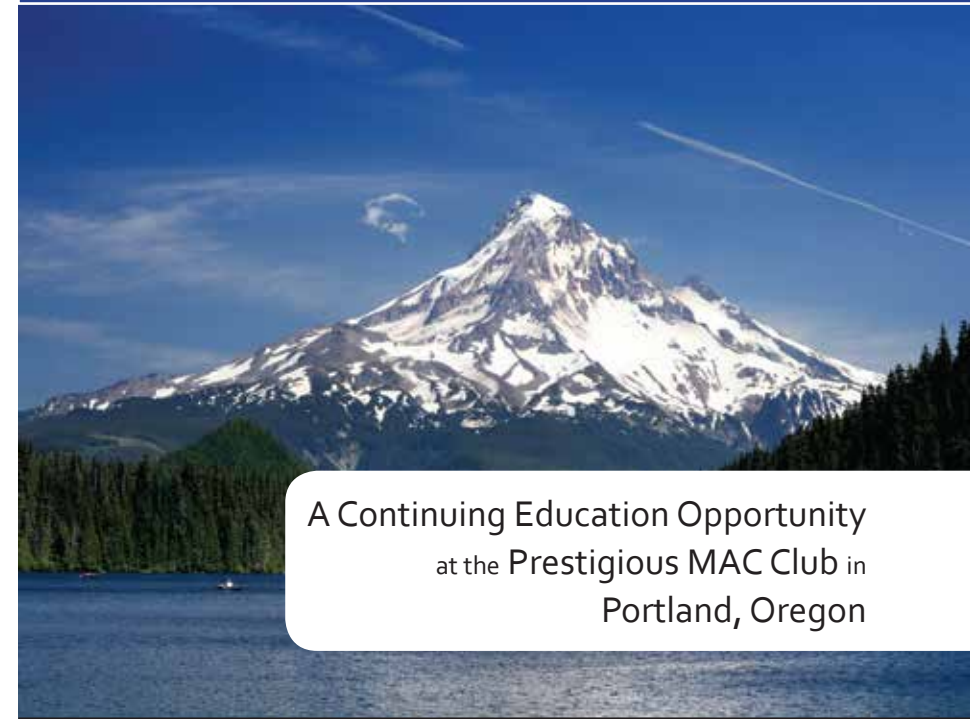
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Reasor Professional LLC
Dental Services

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Portland, Oregon 97293

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Portland Midwinter PRACTICE TRANSITIONS SEMINAR for sellers and buyers



A Continuing Education Opportunity
at the Prestigious MAC Club in
Portland, Oregon

Friday, January 26, 2018

Brought to You By:



Sound counsel. Smart business.

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

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
- 10:30 Trends in Dentistry: The good, the bad and the ugly
- 11:30 Helping Your Buyer Get Bank Financing
- 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.

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.

REGISTER TODAY! Portland Midwinter Practice Transitions Seminar

Name: _____ Degree: _____

Address: _____

City/State/Zip: _____

Office Phone: _____ Cell: _____

Email Address: _____

Spouse Attending? If so, name (no charge): _____

AGD Mbr #: _____ Method of Payment: Check VISA Mastercard

Name on Card: _____ Security Code: _____

Card #: _____ Exp. Date: _____

Signature: _____ **Please indicate if buyer or seller**

Mail or fax registration form with payment to: Reasor Professional Dental Services - Practice Transitions Seminar
PO Box 14276 Portland, Oregon 97293. Contact: Buck Reasor Phone: 503-680-4366 Fax: 888-317-7231

Multnomah
Athletic Club
Portland, Oregon

January 26, 2018

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