

**When it's time to  
transition your practice ...**



**you have a trusted  
advisor on your side.**

 **HENRY SCHEIN<sup>®</sup>**  
PROFESSIONAL PRACTICE TRANSITIONS

**1-800-988-5674**  
**[www.henryscheinppt.com](http://www.henryscheinppt.com)**

# We're Experts in Dental Practice Transitions



From the day you graduate dental school until handing over the keys to your practice at retirement, your career has many transitions. Finding an associateship, valuing and buying a practice, hiring an associate, planning an exit strategy, selling a practice ... they all take solutions from professionals who understand practice transitions and how to help dentists succeed.

As experts in dental transitions, Henry Schein Professional Practice Transitions consultants guide you through every stage of the process with experience, integrity, and resources that provide you with an advantage.

We provide a full range of transition services, including: dental practice sales and brokerage, practice valuations, buyer's agency representation, partnership formation, transition planning, and associate placement, supported by a nationwide network that successfully matches associates, buyers, and sellers across the country.

When it's time to sell, you'll be sure to get top dollar and be confident that the sale will go through. It's nice to have peace of mind that all your hard work will pay off.

But don't take our word for it. Hear what our customers have to say...

“Having just successfully sold and transitioned my dental practice of 40 years through Henry Schein Professional Practice Transitions, I would absolutely recommend their services to colleagues.

The complete experience has been very positive and handled with the utmost professional care by my consultant and the supporting Henry Schein PPT team. Their industry knowledge and expertise is unmatched. I was kept in the loop throughout the entire process with regular status updates and agent support. My consultant's background added value that I would not have received through any other firm; his ability to understand both sides of the transaction made the process smooth for all parties involved. He went beyond by helping my buyer quickly find suitable financing that met the transaction requirements. ”

V.B., D.D.S. – Marietta, GA  
PRACTICE SELLER

# Smart Advice for Every Stage of Your Dental Career.

We provide guidance on a multitude of issues, with customized strategies tailored to fit your needs at every stage of your career.

## EARLY CAREER

### Starting out

Should I join a group practice, buy an existing practice, or try to start one from scratch? What impact will school debt and credit history have on my ability to borrow the money to purchase a practice or start one? Should I consider practices offering employment only, or practices offering future ownership? How can I take my career to the next level?

Henry Schein Professional Practice Transitions will help clarify your short and long-term professional goals, assess your situation, sort through the options, and help to put you on the path to success.

## MID-CAREER DENTIST

### Building and Keeping Wealth

There are many critical decisions to make regarding your career plan and retirement goals. Will I bring on an associate or partner? Do I want to purchase a second, or even a fifteenth, practice? And if so, when is the right time? As experts in crafting business plans and financial strategies, Henry Schein Professional Practice Transitions will help you plan for the future by optimizing your peak earning years.

It's also critical to have an emergency exit strategy and for your family to be aware of the value of your practice. Henry Schein Professional Practice Transitions can prepare a Practice Valuation and assist with a Letter of Instruction, so that they have the tools they need in the event of an emergency.

## RETIRING DENTIST

### Transitioning

It's smart to plan an exit strategy and to understand the right time to sell. Henry Schein Professional Practice Transitions can help you create a successful and efficient strategy to ensure you maximize the value of your practice while still meeting your personal goals.



# Comprehensive Services for Customized Solutions.

Henry Schein Professional Practice Transitions is the first and only place you need to go when you are thinking of buying, selling or valuing a dental practice. We have relationships with our dentists from the time they graduate dental school with associateship placement via Henry Schein Nationwide Dental Opportunities, through the purchase of their first office with Henry Schein Professional Practice Transitions. We continue to be a partner as a supplier of dental supplies, technology and equipment, and even financing and value-added services through Henry Schein Financial Services.

## Henry Schein Professional Practice Transitions Offers: Dental Practice Sales and Brokerage

We are leaders in Practice Sales and Brokerage, with the expertise to take you from the initial practice valuation that helps establish your listing price, until after you close at the settlement table. Our accessibility and responsiveness is the cornerstone of our service. Henry Schein Professional Practice Transitions has helped dentists in all 50 states find the right buyer for their dental practice and complete successful, stress-free transactions. We understand dentistry and how hard you have worked to build your practice. Many of our consultants are dentists themselves and all have worked in the industry long enough to understand the needs of dentists and specialists. When your practice is listed for sale, we have an extensive pipeline of ready, willing and able buyers, and we implement customized marketing plans to draw the right buyers for your practice, leveraging all our resources, including:

- Henry Schein Professional Practice Transitions website
- Network of professional brokers and affiliate relationships
- Relationships with trade publications and dental journals for advertising purposes
- E-mail, digital marketing, social media, and direct mail initiatives

In addition we work with seller and buyer representatives to negotiate the sale. We pre-qualify buyers—including a confidentiality agreement—and even assist purchasers with obtaining financing to help ensure that your deal will close on time and for the agreed upon price. We understand your concerns about finding the right buyer, one who will take care of your staff and patients and continue your legacy. We know your practice transition is more to you than just a financial transaction, which is why we work just as hard to sell your practice as you did to build it.





“Purchasing an office can be a very scary and stressful experience. My consultant took the time to review the process of the purchase and was available to answer my questions. His commitment was critical in helping to create a successful practice sale and transition. While he was hired by the seller, I believe his primary objective was to ensure a smooth practice transition and never felt that he was only out to help the seller.”

L. F., DDS - Burnt Hills, NY  
PRACTICE BUYER

## Transition Planning

Even if you are years away from being ready to retire or transition your practice, it's important to have a long term transition plan, and your Henry Schein Professional Practice Transitions Consultant can help you to develop yours. The best time to create the plan is years ahead so that you have time to identify your goals, assess your financial needs and maximize the revenue generated by your practice. This ensures you will have the most options when it is time to transition, and you won't be pressured to sell in a less than ideal situation, or continue working when the right opportunity comes along. So whether you're 35 or 45 or 60 - now is the time to start to think about a transition plan.

## Transition Document Templates

As part of our brokerage services we developed comprehensive sample contract templates specifically designed for the practice sale transaction. These documents contain many terms and conditions not found in standard business sales agreements. While Henry Schein Professional Practice Transitions does not provide legal advice, use of these comprehensive templates significantly reduces legal costs for dentists involved in practice transitions by offering suggested language to specifically address aspects of the sale of a dental practice.

## Co-Ownership Consultation Services

Forming partnerships, while rewarding, can be quite complicated. The Henry Schein Professional Practice Transitions Team has extensive experience in designing all types of co-ownership arrangements, including partnerships and mergers. We understand the options and nuances involved in forming partnerships, including various buy-in strategies, compensation plans, profit sharing, governance, and the importance of valuing partner interest upon retirement. In addition to structuring the co-ownership arrangement and negotiating between all parties, we provide a detailed term sheet outlining all of the terms and conditions of the co-ownership arrangement. This document is then sent to the doctor's counsel for contract preparation.

## Buyer's Agency Representation

For dentists who require guidance or counseling in any aspect of practice acquisition, we offer a Buyer's Agency program that provides expert advice from our experienced team of dental transition consultants. Buyers who utilize our service receive invaluable guidance to ensure they ask the right questions, collect the right data, and make an informed decision. We examine every aspect of a potential deal, including its structure, terms, and the practice's market valuation.

# Who We Are

Henry Schein Professional Practice Transitions is one of the nation's largest practice transition companies. We are a subsidiary of Henry Schein, Inc., a FORTUNE 300® company, member of the NASDAQ 100® Index, and the largest distributor of healthcare products and services to office-based practitioners. Henry Schein, Inc. is committed to its customers by partnering with them in business and providing value-added services to help support their practice goals and to ensure their success.

Henry Schein Professional Practice Transitions offers many advantages over other Transition and Consulting firms, including:

- **Nationwide coverage and listings**
- **Local presence and knowledge**
- **Resources to assist at every stage of your career**
- **Experienced team of consultants, many of whom were practicing dentists**
- **Leaders in the industry (dental school professors, published authors, top consultants/experts, renowned speakers)**

“I could not have asked for a more conscientious, competent broker ... She obtained several quality, interested prospects and sold the practice to an extremely nice, experienced dentist with whom I am very comfortable entrusting the ongoing, quality care of my patients.

She sold my practice in a far shorter time frame than I thought it would take, was professional, communicative, and always gave sound recommendations. She made the transition far easier than I could have imagined, and obtained the full asking price. ”

S.S., DDS - Burlington, NC  
PRACTICE SELLER

## Management Team



### **Dr. Eugene Heller**

**Vice President, Henry Schein Professional Practice Transitions**

Henry Schein Professional Practice Transitions has been led by Dr. Eugene Heller since its inception. He is a graduate of Marquette University School of Dentistry. His pre-professional school background included accounting and small-business tax consulting. Prior to joining Henry Schein, Dr. Heller had 15 years of experience as a practice owner. In addition to conducting practice appraisals, Dr. Heller has been a consultant on hundreds of practice transitions involving the sale of practices, the formation of partnerships, group practices, office sharing arrangements, and other practice transitions.



### **Dr. Tom Snyder**

**Director of Practice Transitions**

Founder of The Snyder Group, which was purchased by Henry Schein Professional Practice Transitions, Dr. Tom Snyder is a noted speaker, author, and practice transition consultant. He received his DMD from the University of Pennsylvania School of Dental Medicine and his MBA from the Wharton School of Business. Dr. Snyder has extensive experience in transition consulting, practice valuation and partnership formation in his 30-plus year career. He was a former Department Chair at the University of Maryland School of Dentistry and is now on the faculty of the University of Pennsylvania School of Dental Medicine. He serves on the editorial boards of several national publications.



### **Charles Costa**

**Director of Practice Transitions**

As Managing Director of Henry Schein Professional Practice Transitions' corporate office and sales team, Mr. Charles Costa has extensive experience in practice transitions. He was a partner in the dental consulting firm, The Snyder Group, LLC., for 13 years, and prior to that he served as EVP/Partner of a multi-location, multi-specialty dental group practice for 15 years. Mr. Costa owned and operated a business consulting company after spending 12 years in the banking business as an administrator and lender. He also served as a member of the Board of Directors of a regional commercial bank in the Philadelphia area. Mr. Costa has successfully closed hundreds of practice sales, partnerships, facility-sharing arrangements, as well as provided financial consulting services for a large number of dental practice owners.



### **M. Marna Erlich**

**Director of Transition Services**

Ms. Marna Erlich, Esq. practiced law in New Jersey before joining Henry Schein Professional Practice Transitions. Her many years of experience representing dental professionals with their transition services made her a natural addition to the firm where she supports the brokerage business, practice sales, partnerships, and facility sharing arrangements. Ms. Erlich is a graduate of Rutgers University School of Law.



# Our Services

We offer a complete range of services in dental practice sales, and all phases of transition consulting. The menu below is a sampling of individual services and important features of each service.

## Brokerage Services

- Integrated, multi-channel marketing
- Local knowledge and contacts with nationwide coverage
- Buyer pipeline
- Preparation of documents for practice sale

## Buyer's Representation Services

- Existing Valuation Review
- Preparation of Practice Valuation
- Document Review
- Practice Data Review
- Preparation of Cash Flow Analysis
- Obtaining Financing

## Co-Ownership Consulting Services

- Providing Innovative Buy-In Strategies
- Recommending Compensation/Profit Sharing Formulas
- Negotiating All Terms and Conditions
- Preparing Detailed Term Sheet for Partnership Document Preparation
- Valuing Departing Partners

## Ownership Interest

- Structuring Facility Sharing Arrangements
- Structuring Mergers

## Practice Valuation Services

- Valuations Performed Using Several Valuation Methods
- Preparation of Comprehensive Reports and Analysis
- Valuation of Patient Lists
- Utilization of Nationwide Databases

### CORPORATE OFFICE

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West Allis, Wisconsin 53227  
800-730-8883

### Western Regional Office

888-685-8100

### Florida Office

800-262-4119