



When it's time
to transition
your practice
**you have a trusted advisor
on your side**

800-988-5674
HenryScheinDPT.com

 **HENRY SCHEIN®**
DENTAL PRACTICE TRANSITIONS

The 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.

The Transition Sales Consultants at Henry Schein Dental Practice Transitions are experts and will 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, multi-doctor, location, and large practice sales, as well as associate, acquisition, and transitions-related consulting, supported by the widest, deepest, and most experienced professionals 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. Read what our customers have to say...

“The value of a broker became clear after discussing the importance of a local sales/transition expert. A local broker not only understands the regional market, including desirable locations and values, but also has significant contacts with dentists, bankers, and others who help make deals happen.

Confidence in the sale was reassuring, and accessibility throughout the process helped everything move efficiently. Best of all, great potential buyers were brought forward in a short time—settling within three months of starting the process. The resources and relationships provided were invaluable, ensuring a smooth transition from LOI to settlement.

The sale could not have been completed so efficiently and effectively without the knowledge and professionalism provided. Any colleagues seeking the best price and most support for their sale would be highly recommended to work with this team.”

— L.C., D.D.S., Towson, Maryland
Practice Seller

Smart Advice for Every Stage of Your Dental Career

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

Early Career Dentist

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 Dental Practice Transitions will help clarify your short and long-term professional goals, assess your situation, and find the right opportunity match.

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? Should I explore partnering with a DSO or joining a larger group?

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 Dental Practice Transitions can prepare a Practice Valuation, assist with a Letter of Instruction, and work through exploring answers to the above questions, so you and your family can be prepared for whatever may be ahead.

Retiring

Transitioning

It's smart to plan an exit strategy and to understand the right time to sell. There is no "too early" to start, and in looking to maximize your practice's value, the sooner you do, the more possible return you can drive. Henry Schein Dental Practice Transitions has the experience, expertise, and resources to help you create a successful and efficient strategy to ensure you maximize the value of your practice, and/or locate the legacy-sustaining Purchaser match while still meeting your personal goals.



Comprehensive, Customized Solutions

Henry Schein Dental Practice Transitions is the first and only place you need to go when you are thinking of valuing, selling, or purchasing your dental practice. We have relationships that span from the time that a practitioner graduates dental school with associateship placement via Henry Schein Direct Dental Recruitment Services, through the purchase of their first office. 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 Dental Practice Transitions Offers Dental Practice Valuations and Sales

Thousands of dentists nationwide have chosen Henry Schein Dental Practice Transitions to help them close more than one billion dollars in deals. Our accessibility and responsiveness are the cornerstone of our service. Our Transition Sales Consultants have helped dentists in all 50 states find the right purchaser for their dental practice and complete successful, stress-free transactions. A number of our consultants were dental professionals themselves, and, along with the rest of our experienced team, they understand what dentists and specialists truly need. 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 purchasers for your practice, leveraging all our

resources and professionals to ensure the smoothest possible process to attain the highest possible return, matching your goals.

We understand your concerns about finding the right buyer, one who will take care of your staff and patients and continue your legacy, or drive to maximize your sale price/enterprise value return, or both. At Henry Schein Dental Practice Transitions you can expect dedication, accessibility, and responsiveness throughout the sale of your dental practice. Your Transition Sales Consultant will take care of all the details, including:

- Performing a detailed practice valuation
- Working with you to establish the ideal listing price
- Initially qualifying of all prospective buyers
- Assisting with financing options and availability
- Working on your behalf and for the transaction to target a smooth and timely closing

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.



Transition Planning

Even if you are years away from being ready to retire or transition your practice, it's imperative to have a current and up-to-date practice valuation and long-term transition plan, and your Henry Schein Dental Practice Transitions Consultant can help and start evaluating your practice. The best time to create your plan is years ahead, so 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, 45, or 60—now is the time to start to think about a transition plan.

Transition Document Templates

In any transaction, the details matter and legal contracts can make, break, or significantly delay a closing, possibly causing irreparable harm. As part of our brokerage services in conjunction with some of the best dental practice attorneys in the country, we developed and maintain 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 Dental Practice Transitions does not provide legal advice, use of these comprehensive templates significantly reduces legal costs and negotiation time for dentists involved in practice transitions by offering suggested language to specifically address aspects of the sale of a dental practice.



Unparalleled Expertise and Experience

Our team has seen, and been through, just about everything. Considering transactional and evaluative experience alone, no company in the country matches the tenure, depth, and breadth of the Henry Schein Dental Practice Transitions local, regional, and national team. Starting with local representation and regional support, no one is better positioned to back and guide you on this path. Further, with a dedicated team for valuations delivering traditional, short, tangible, and EBITDA analyses as well as an experienced team focused on aiding each step of the transition, there is no firm better equipped, or worth trusting more, to provide everything necessary to ensure the success of the transitions of your life's work. Hundreds of practitioners and practices, work with us each year — no one evaluates more or transitions more than Henry Schein Dental Practice Transitions.

“ The Dental Practice Transitions team was wonderful from the initial meet and greet to the final signing of the closing documents, providing support every step of the way. Guidance throughout negotiations kept the process moving smoothly and on time. The insight, reassurance, and follow-up after closing were truly appreciated. This experience has led to both a trusted professional relationship and a valued friendship. Without a doubt, this team will be the go-to for any future acquisitions. Thank you for all you do! ”

— G.H., D.D.S., Jacksonville, Florida
Practice Purchaser

Management Team

Dan Van Eps

Senior Director, Transition Services

Dan Van Eps is the Senior Director for Henry Schein Dental Practice Transitions. Dan has been a trusted advisor in the dental industry for over 24 years. Dan was founder and CEO of Cornerstone Dental Solutions, a dental specific IT company, and COO of Carr Healthcare Realty, as it grew to over 100 brokers across the nation. Dan has presented throughout the country at over 85 national and local conferences and has personally worked with over 1,700 dental offices throughout the country.



Greg Auerbach

Senior Director, Marketing & Sales Enablement

Greg Auerbach brings nearly 20 years of experience in dentistry, backed by a Computer Engineering degree from the University of Central Florida and an MBA from Wake Forest University. The son of a successful dentist, Greg has worked as an associate, buyer, and seller, consulting with dentists through all stages of practice ownership. He has appraised and transitioned thousands of practices nationwide and has spoken at dental schools, conferences, and Henry Schein events, including the Dental Business Institute and ThriveLIVE. Greg takes a data-driven approach to helping dentists build and transition their practices.



Thomas L. Snyder, DMD, MBA

Senior Director, Transition Services

Dr. Thomas Snyder is a faculty member at the University of Pennsylvania School of Dental Medicine and former Department Chair at the University of Maryland School of Dentistry. A nationally recognized speaker, author, and consultant, he has over 30 years of experience advising dentists in strategic planning, practice valuations, and partnership formation. He serves on several editorial boards and is a regular contributor to Dental Economics. Dr. Snyder earned his DMD from Penn Dental Medicine and his MBA from The Wharton School, Graduate Division, at the University of Pennsylvania.



Scott Weinberger

National Practice Transition Manager

Before joining Henry Schein Dental Transitions as National Practice Transition Manager, Scott Weinberger transitioned dozens of practices all around New York's "Capital Region" and Hudson Valley. Previously, Scott practiced as an attorney who represented dentists buying or selling practices and worked in Contracting at one of New York's largest hospitals. Scott is passionate about setting the table for dental practice buyers to have decades of success and transitioning selling doctors out-of-practice in time for a vibrant and active retirement.



Shannon Abraham

Associate Manager, Valuations

Shannon Abraham is a Valuation Associate Manager with Henry Schein Dental Practice Transitions, specializing in dental practice valuations and business transitions. She holds a B.S.B.A. in Finance & Information Systems from Duquesne University and is a Certified Valuation Analyst (CVA). Shannon began her career in valuation, later leading a fulfillment company as President and co-owner, growing its revenue by nearly 250% before a successful exit. She now combines her valuation expertise and business leadership experience to help clients maximize practice value and achieve smooth transitions.



Chris Regnier **East Regional Managers**

Chris Regnier is the East Coast Regional Sales Manager for Henry Schein Dental Practice Transitions, managing 16 Transition Sales Consultants. Chris was formerly a top producer in the NY/Long Island market as a Transition Sales Consultant and as an Equipment Specialist. As an Equipment Specialist, Chris helped 100s' of dentist design, build and equip their dream dental office. Currently, Chris and his team of Transition Consultants, spend their time assisting practice owners value, list, and sell their dental practice.



Jaci Hardison **West Regional Manager**

Jaci Hardison is the West Regional Sales Manager at Henry Schein Dental Practice Transitions. Jaci has 14 years of dedicated experience in the dental practice transitions field, including over a decade of service with Henry Schein. Jaci's journey at Henry Schein has encompassed various roles, most recently as Trainer/Sales Enablement for the Dental Practice Transitions team. With a robust background in dental practice management and consulting, Jaci leads a dedicated team of Transition Sales Consultants who are committed to excellence and work tirelessly to support dentists throughout every phase of their practice transition.



Alisa Shoaf, RDH **Central Regional Manager**

Alisa Shoaf is the Central Regional Manager with over two decades of dedication and expertise in the dental industry. She has navigated a diverse range of clinical, operational, and sales roles from dental hygienist to practice manager to transition consultant. Alisa's passion lies in helping fellow dentists maximize the value of their practices—not just financially, but also in terms of the deep mental, emotional, and familial investments that go into building a successful dental practice.



Who We Are

Henry Schein Dental 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. Our team evaluates and transitions hundreds of practices every year, with local representatives covering just about every acre of the country.

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. We offer 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, and renowned speakers).



To learn more about our services and how we can help, contact us today.

800-988-5674

DPT@henryschein.com

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.

Practice Sales

- Unrivaled Local Expertise & National Reach
- Unmatched Multi-Channel Marketing
- Customized Solutions & Qualified Buyers

Practice Valuation

- Industry Leading Valuation Analysis and Report
- Comprehensive and Data-Driven Assessment
- Proven Methodologies for Maximum Accuracy

Large Practice Transactions

- Exclusive Team for iDSO Partnerships
- Unrivaled Expertise to Maximize Enterprise Value
- Unsurpassed Strategy for Realization of Wealth

Practice Resources

- Financial Services
- Practice Management
- Tools, Services, and Professionals

Buyer's Services

- Tailored Purchase Opportunity Review
- Expert Acquisition Guidance
- Comprehensive Financing & Success Tools

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