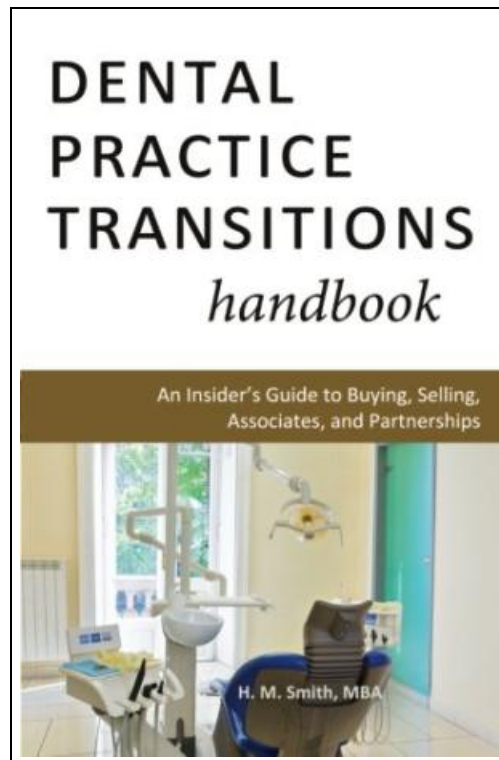


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Wheatmark, United States, 2010. Paperback. Condition: New. Language: English . Brand New Book ***** Print on Demand *****.Any professional practice transition activity--whether buying, selling, or associating--is one of the most important events that will happen in your professional career. Making a mistake in the process can have long-lasting effects on any or all of the parties to a transition. Dental Practice Transitions Handbook will provide you with the answers to basic questions when considering any transition. It is not intended to replace the experts, brokers, consultants, attorneys, accountants, and financial advisors that should be consulted as you proceed through a transition, but it should give you an understanding of the process, what to expect, and a starting point from which to begin your journey. About the Author H. M. Smith has earned a masters in business administration and is founder of Professional Transitions, a dental practice transitions consulting firm. He has been involved in dentistry for over thirty-five years and is currently the director of Transition Strategies at the Pride Institute. He has lectured at the University of Florida and Nova Southeastern University, and has presented a practice management course on transition strategies to the University of the Pacific, Marquette, and Indiana University dental schools. Mr. Smith is past president of the ADS (American Dental Sales), a member of the Practice Valuation Study Group, and a member of the Institute of Business Appraisers. He has also written numerous articles for Dental Economics on transition subjects and issues. Endorsements If you now or ever will own, sell, or work in a dental practice this book is a must read. Hy s decades of experience in creating WIN-WIN-WIN (seller-buyer-patients) transactions is yours in a clear, concise, and entertaining account. Wherever you are in your career, the tools to create your ideal future...



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