Building a PROFITABLE PRACTICE

You and your dental team are cordially invited to attend this valuable seminar.

Friday, February 13, 2015
Don Hall’s Guest House Hotel
1313 W. Washington Center Road
Fort Wayne, IN 46825
SESSION #1
8am-10am

Your $200,000 Blindspots
with Dr. Joe McManus

What You’ll Learn:
• The key pitfalls to avoid in transition planning
• How a dental practice is valued & what expensive mistakes to avoid in the last five years of ownership
• Tax consequences and tax minimization strategies

Dr. McManus received his dental degree from the University of Pennsylvania and his certificate in pediatric dentistry from the Children’s Hospital of Philadelphia. Dr. McManus has over 25 years of experience as a pediatric dentist in private practice. He has Master’s degrees in management, health administration, business administration, and higher education. Dr. McManus is currently an Associate Clinical Professor at The College of Dental Medicine at Columbia University.

SESSION #2
10am-12pm

The Effective Executive…Solves Problems Once
with Paul Smith, Straine Dental Consulting

Profitability Is More Than Cash Flow…It’s Simply The Result of Doing The Right Things. Life is Change. Growth is Optional. Choose Wisely. Learn How To Control Your Destiny…Or Someone Else Will!

What You’ll Learn:
• How knowing your historical performance and understanding your practice’s P&L provides the foundation for future performance and profitability
• The guidelines for revenue expenditure and profitability management to ensure you achieve your personal goals
• The correlation between internal production and collection goals and your P&L
• Best practices overhead percentages and cash flow standards for the top dental practices
• How to recognize the important growth opportunities that exist in your practice

Before joining Straine Paul distinguished himself as a top Account Manager for the Dental Division of Johnson and Johnson. Becoming a Straine Consultant is Paul’s most important role to date, “Joining the Straine team as a Consultant is the best opportunity I could have ever asked for.” Paul has worked with all sizes of dental practice helping owners build on their own sound clinical philosophies and create the day-to-day policies that enable them to reach their goals.

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(260) 489-2524

Registration 7:30–8:00am
Seminar 8:00am–12:00pm

Continental breakfast provided

$89 Per Attendee

REGISTER TODAY!
Please register online at http://hnrysc.hn/BOD3397
For questions or to register by phone, please contact Shannah Hight at (317) 293-0111 x4704

Billing and cancellation policy: A $25.00 administration fee will be applied to cancellations received within 14 business days prior to the seminar. All seminars will be billed at time of registration. A full refund will be issued if contact prior to 14 days in advance or for any emergency situations.

The federal government imposes certain restrictions on, and pursuant to the Sunshine Act requires public reporting of, transfers of value to a practitioner. This includes educational programs to the extent that less than a fair market value for such program is paid. Your Henry Schein representative can advise you of the reportable amount.

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