Trends Impacting Dentistry

- Ownership Trends (Solo vs Partnership Vs Group)
- Gender and Demographic Trends
- Student Debt Load – Impact on Young Dentists
- Technology

Developing a Plan for Your Practice (and Your Personal Life)

- Dental Income vs Inability to Retire when Desired
- Lack of a Plan for Your Dental Practice
- Tools to Develop a Plan

  Class Exercise – Developing a Plan

- The Components of a Successful Dental Practice
- Developing Systems to Ensure you Maximize Your Practice’s Potential
Key Performance Indicators and Dental Practice Benchmarks

- Getting New Patients into your Practice
- Keeping Existing Patients
- Billing Your Patients – The Importance of Fee Assessments
- Collection, Expense, and Profitability Benchmarks
- Collection Scripts and Strategies to Improve Collection Rates
  - Class Exercise – Role Play with Staff and Patients

Fraud/Embezzlement in Dental Practices

- The Basics of Internal Controls
- The “How-To” of Protecting your Dollars
- Keys to Reducing/Eliminating Fraud
  - Class Exercise – Analyzing Practice Control Risks
- Breakeven and Trend Analysis

Tax Advantages of Investing in Your Practice

- Time Value of Money
- Impact of Tax Law Changes to your Practice
- Tax Incentives to Invest in Your Practice
• Retirement Planning
  o Why More of Us Aren’t Ready for Retirement
  o Types of Retirement Plans
  o Retirement Plan Comparison – Which Plan is Right for You?
  o How Personality Impacts our Family Financial Plan
  o Your “Magical” Retirement Number
    ▪ Class Exercise – Planning the Family Financial Discussion

• Practice Transitions – Buying and Selling a Practice in the Current Market
  o When can you Sell Your Practice?
  o How Will you Sell Your Practice?
  o Pros/Cons of Adding an Associate
  o Pros/Cons of Adding a Partner
  o Tax Impacts of Selling your Practice

• Individual Wealth Management – Investing your Wealth Wisely
  o The Single Most Important Factor in Saving for Retirement
  o Investment Approaches – What Works Best and Why
    ▪ Class Exercise – The Power of Compounding Returns
• Investing Do’s and Don’ts

• Aggressive vs Conservative Investment Strategies – a New Way of Thinking

• Breakout sessions – Practice Management, Taxes, Retirement, and Wealth