

— REGISTRATION —

Straight Talk on Practice Transitions

Saturday, August 26, 2017

Name _____

Address _____

City, State, Zip _____

Home Phone _____

Office Phone _____

Email _____

Will your spouse attend? Yes No

Name of Spouse _____

Please list your State License Number _____

If you are a member of AGD, please list your number _____

Registration Fee: \$225 Spouse: \$40

The registration fee includes course materials, breakfast, refreshments, and lunch. The fee is payable by check and must accompany registration.

Cancellations made one week prior to the program date will incur a \$50 processing fee and the remainder of the registration fee will be refunded.

Make checks payable and return to:

The Jaffe Group, Ltd.
2518 Bopp Rd.
St. Louis, Missouri 63131

TEAR HERE

TEAR HERE



Midwest
DENTAL TRANSITIONS™

2518 BOPP ROAD • ST. LOUIS, MO 63131

Guy Jaffe, President

Make it a family weekend!

While attending this CE course in St. Louis, be sure to check out:

- The Gateway Arch
- The St. Louis Zoo
- The Missouri Botanical Gardens
- The St. Louis Art Museum
- The St. Louis Science Center
- St. Louis Cardinal's Baseball Game

Call 1-800-888-FUN1 for information on these and other points of interest in the St. Louis area.



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PACE
Program Approval for
Continuing Education

FAGD/MAGD Approved

Approved PACE Program Provider FAGD/MAGD Credit Approval does not imply acceptance by a state or provincial board of dentistry or AGD endorsement. (1/1/2016 to 12/31/2021) Provider ID #219023

Financial assistance provided by Pacific Continental Bank.

Straight Talk on Practice Transitions

SIGN UP TODAY FOR THIS OUTSTANDING CONTINUING EDUCATION OPPORTUNITY

Guy Jaffe and ADS Midwest are offering a seminar to give you the "straight talk" on what is involved in a successful practice transition.

Saturday
August 26, 2017

St. Louis Marriott West

6 HOURS CONTINUING EDUCATION

Goals & Objectives

The purpose of this CE Seminar is to give dentists a better understanding of what it takes to successfully sell or transition their dental practice. To help prepare you for this event, Guy Jaffe, practice broker/appraiser, James Ackerman, practice broker/appraiser, Derek Rawnsley, a dental practice lender, Michael Fitzgerald, CPA, and Patrick Gunn, an attorney, will discuss the following topics in a lecture format:

- Trends in Dentistry
- Identifying Today's Buyers
- Transition Options
- Tips for Selling a Dental Practice
- Life Cycle of a Dental Practice
- Valuing a Dental Practice
- Protecting the Practice in Case of Disability or Death
- Practice Financing in 2017
- The Role of a CPA in a Dental Practice Sale
- Tax Consequences of a Dental Practice Sale
- Allocating the Sales Price for Tax Purposes
- Buyer's Due Diligence Analysis
- Purchase Agreements in a Dental Practice Sale
- Transferring Personal Goodwill
- Importance of Covenant Not to Compete

ADS Midwest is endorsed by:



Course Description

This seminar is for dentists contemplating a practice transition. It is our goal to give you a broad overview of the process by examining how to prepare your practice for sale, the tax consequences of selling your practice, the legal issues involved in a purchase agreement and how a dental practice sale is financed. Some of the questions that will be answered are:

- Are you ready to retire?
- What should dentists do to prepare their practice for sale?
- Where can dentists find buyers?
- What should dentists know about transitions?
- Will the buyer be able to secure financing to purchase a dental practice?
- What are the tax considerations in selling a dental practice?
- What is the seller's covenant not to compete and why is it essential to the buyer?

DATE: Saturday, August 26, 2017

LOCATION: St. Louis Marriott West
660 Maryville Centre Drive
St. Louis, Missouri

TIME: Registration at 8:30 a.m.

PROGRAM: 9:00 a.m. – 4:00 p.m.

TUITION: Dentist – \$225 Spouse – \$40

CE CREDITS: 6 Hours

**For additional information,
call Guy Jaffe at ADS Midwest**

314-997-0535 or 800-221-6927

All ADS companies are independently owned and operated.

Faculty



Guy B. Jaffe, MBA, is the president of ADS Midwest in St. Louis. The firm specializes in appraising and brokering dental practices throughout Missouri, Illinois, Indiana, and Iowa. ADS Midwest is endorsed by both the Missouri Dental Association and the Illinois Dental Society. Mr. Jaffe is past president and a member of American Dental Sales, the largest network of dental practice brokers, appraisers and transition consultants in the United States.



James Ackerman joined ADS Midwest in 2011. He appraises and sells dental practices in the states of Iowa and Indiana. Mr. Ackerman graduated from St. Louis University with a BSBA in Accounting. After interning with Arthur Andersen, he worked for a CPA firm in St. Louis for several years.



Patrick R. Gunn is a principal in the law firm of Gunn and Gunn. The focus of Mr. Gunn's practice is commercial matters, including the sale of stock and business assets. Mr. Gunn has written the purchase agreements in the sale of hundreds of dental practices.



Derek Rawnsley, Vice President of Business Development within the Healthcare Finance Group at Pacific Continental Bank, is responsible for developing finance opportunities for the healthcare industry, directing origination efforts, and the structuring of transactions. Mr. Rawnsley has over 20 years of healthcare finance experience, specifically in dental practice financing.



Michael Fitzgerald, CPA joined Scheffel Boyle in 1983 and is currently a Principal in the firm's Alton office. He is the leader of the Tax Department and his specialties include business succession and estate planning, tax planning and preparation, and business valuation services.