

Seminar in partnership with
Third District Dental Society

REGISTER TODAY!

**ALL YOU NEED
TO KNOW ABOUT
PRACTICE TRANSITIONS**

All dentists must have a transition plan. This program discusses the numerous options available to realize a successful practice transition, whether considering retirement or bringing in a partner to prepare for the unexpected. The benefits of having your practice valued now and strategies to enhance your practice's value are discussed.

TOPICS YOU WON'T WANT TO MISS:

- Practice Valuations and what factors have the most impact on value
- Why financial planning is key to successful transition planning
- How to increase value through practice enhancements
- Is a Buy-In/Buy-Out a good transition option?
- Practice values from the lender's perspective
- Planning for an Associate
- AND MORE!

Seminar attendees will receive
10% off a Practice Valuation!*



[CLICK HERE](#)

OR
SCAN THE
QR CODE
TO REGISTER

*Valid for 30 days after date issued. Cannot be combined with any other offer or discount. Must be on full-price Practice Valuation. New practice appraisals only. Limit of one per practice. © 2024 Henry Schein Dental Practice Transitions. All rights reserved. 24PT4084



Diamond Mills Hotel
25 South Partition Street
Saugerties, NY 12477



Thursday, May 2nd
5PM Cocktail Hour
6PM–8PM Seminar
(Dinner will be served during our Q&A presentation)

HEAR FROM INDUSTRY EXPERTS

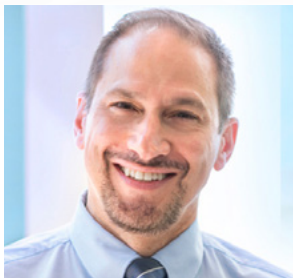


Mike Damon, MBA

Transition Sales Consultant
Henry Schein Dental Practice Transitions
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Mike Damon entered the dental industry as an Equipment Manufacturer Representative for Midmark Dental approximately 17 years ago. Over the past years, Mike worked as an Equipment Specialist in Upstate, NY where he helped clients design, build, and equip the practice of their dreams. Mike recently moved from that role with Henry Schein to join the Practice Transitions Team as a Transition Sales Consultant in 2022 and earned his real estate license to further assist his dental clients. Mike's continued aim is to be a single, trusted source to his customers and team to help them achieve their goals.

Questions?
Call or
email me!



Michael J. Compagni, J.D.

Partner, CCBLAW

Michael J. Compagni is a founding Member of CCBLaw. He concentrates his practice in the area of health care law, representing individual dentists and physicians as well as large-group and single-owner practices in all aspects of business matters and day-to-day operations, including entity formation, employment contracts, shareholder and partnership agreements, compensation arrangements, internal and external management structures, and strategic planning of complex and diversified ownership arrangements. Mike also counsels health care-related businesses and their professional owners regarding transactional matters, including, buying and selling professional practices, joint ventures, collaborative arrangements, and other affiliations. Mike also has substantial experience in loan transactions and commercial real estate leasing.



Bryan Gray

CPA, CFP[®]

Bryan brings more than a decade of experience of serving as a trusted business, tax, and financial adviser to the dental community. Our firm has developed expertise to assist with all phases of a dentist's career; from new/soon-to-be-graduate to dental owners looking to sell and transition to retirement. Our most frequent engagements are for dentists looking to acquire their first practice. We've developed a comprehensive process that evaluates both the qualitative and quantitative aspects of the prospective dental practice being acquired.



Andrew Ramsdell

Healthcare Practice Finance Specialist for the Northern New England Market at TD Bank

Andrew Ramsdell is a leading health care financing specialist in the industry. He has been with TD Bank for 25 years and handles all facets of Private Practice lending, which includes Acquisitions, Buy In and Outs, Reno and Ground-up financing, Equipment, Working capital, Real estate, and more. TD Bank has a specialized doctor lending department that provides their clients better rates, better terms and structures, along with expert industry knowledge. He has assisted buyers and sellers throughout New York from acquisitions to succession planning.



Michelle DeVito Marinello, J.D.

Partner, Whiteman Osterman

Michelle DeVito Marinello is a partner at Whiteman Osterman and a member of the firm's Business, Corporate, and Commercial Practice. Ms. Marinello practices in all areas of corporate law, including mergers and acquisitions, corporate governance, and general business and commercial matters. Her practice also has a particular focus on transactions and issues affecting those in the health professions and small business succession planning.

Originally from Albany, New York, Ms. Marinello earned her Juris Doctor, magna cum laude, from Case Western Reserve University School of Law in 2015. While at Case Western, Ms. Marinello served as the Managing Editor of the Case Western Reserve Law Review and was also a member of Order of the Coif. Ms. Marinello received a Bachelor of Arts, magna cum laude, in English from Wake Forest University.