

PRACTICE BUYERS

STOP AND READ!!!



**Who do you want representing you, the
Seller's broker, CPA or lawyer?
Or your own trusted Transition Specialist
and your team of experts?**

THERE IS A BETTER WAY TO BUY A PRACTICE!

"Your professional goals should be orchestrated with the science and math of proper business planning early in your career, because the more mistakes you make, the longer it will take you to get to financial security!"

Richard V. Lyschik, DDS, FAGD, CFE



BUYER REPRESENTATION MAKES THE DIFFERENCE!

"I have learned that the most important thing is to put trust in people who deserve it so that they can help you. I had heard of several purchases that had gone bad, and I am glad that I put my trust in Dr. Richard Lyschik and his DENTAL OFFICE NETWORK Team."

Dr. Ragnell; TX

"The DENTAL OFFICE NETWORK Buyer package presentation to the lender was so complete that I was approved by Bank of America in 48 hours for a 500K loan."

Dr. Bugar; CO

"I appreciate all of the hard work that DENTAL OFFICE NETWORK put in to make this as easy as possible for my 5 practice purchases. If we stay on schedule, we should hit 400K this first month!"

Dr. Caparas; WA

"I have learned that a Transition Specialist is the most important person in the world when it comes to doing a proper practice transition. Fellow dentist, you are making a big mistake if you think you have the experience and all of the answers to try to do a practice transition yourself. There are too many moving parts to try to learn as you go!"

Dr. Martin; TX

"I am thoroughly convinced that the transition would not have occurred in a timely manner to benefit my purchase if DENTAL OFFICE NETWORK had not stayed on top of things."

Dr. Pierce; FL

"You have been so patient and informative and we thank you for helping to pave the way. You are a wonderful resource, and we are truly grateful for your assistance. We are very excited to continue to work with you in the near future to acquire more practices."

Drs. Carmichael; TX

"It was a win-win for both parties! On my very first day ALL of the patients accepted and scheduled to do their treatment plans! Thank you for "rolling out the red carpet" for me in my new practice!"

Dr Steinweg; MD

DENTAL OFFICE NETWORK

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BUYERS

ARE YOU AWARE THAT:

1. You will never make enough money to pay off your student loans by working as an Associate. You will only find yourself going deeper into debt each year trying to live a “Doctor’s lifestyle” ... on an Associate’s income!
2. Purchasing a practice is not a couple of hundreds of thousands of dollars decision. It is a multi-million dollar decision! If you are interested in a smaller practice that is grossing \$500,000, and you expect to practice for approximately 35 years, then without adjusting for inflation or practice growth, it becomes a \$17,500,000 decision!
3. When you purchase a practice you acquire relationships with employees who don’t know you, and who may or may not trust you as the new Doctor and their new boss! The dream of owning your own practice can become your worst nightmare if not handled properly. Who will be your guard dog, watchdog, and bulldog during such a critical transition stage in your professional career?
4. Most important is the attitude, ego, and tenure of the Seller ... before, during, and after the sale, because the major value of a practice is its goodwill.
5. More often than not, the wrong CPA or lawyer you may hire will step in like a “bull in a China shop” and do more irreparable harm than good. Be sure that you go with “a guide that knows the territory!”
6. The moral of the story is that the practice you end up with is largely a function of the process you use to acquire it. **It’s not what you pay, but what you get ... that counts!**

“Exceptional transition service is not expensive ... neglect of it is!” Dr. Lyschik

BUYERS

WHO WILL TAKE ADVANTAGE OF YOU?

Be concerned when meeting the broker, lawyer, CPA, equipment and supply salesman! And yes, the banker you may use, the landlord, and even the Seller, will not be looking out for your best interest! Landlords and bankers are experts at manipulating documents. Don’t be fooled by an initial reduced rent, or a low interest rate. How will the landlord and the bank make up for their lost revenues? We know the tricks!

1. When you have found a practice you are considering purchasing, **DENTAL OFFICE NETWORK** assists you with your due diligence investigation. You are new at this; we are not!
2. **DENTAL OFFICE NETWORK** seeks all facts relevant to the merit and value of a particular practice, with unparalleled encyclopediac knowledge of the healthcare industry.
3. **DENTAL OFFICE NETWORK’s** Transition Specialists use sophisticated negotiating strategy calculated to get you the right practice for the right price.
4. With decades of dental business and personal clinical experience, a well-structured transition can be expected.
5. Common sense, and the law, dictate that you have the right to choose your own representation.
6. When you take advantage of us, NO ONE will take advantage of YOU!

“Expect to be impressed with Richard’s commitment to his dental profession. In addition to being a premier Transition Specialist with DENTAL OFFICE NETWORK, Richard has shown to be an inspiring mentor, coach, and successful facilitator in this extremely complicated transition business.” Nancy Bahr, Dental CPA