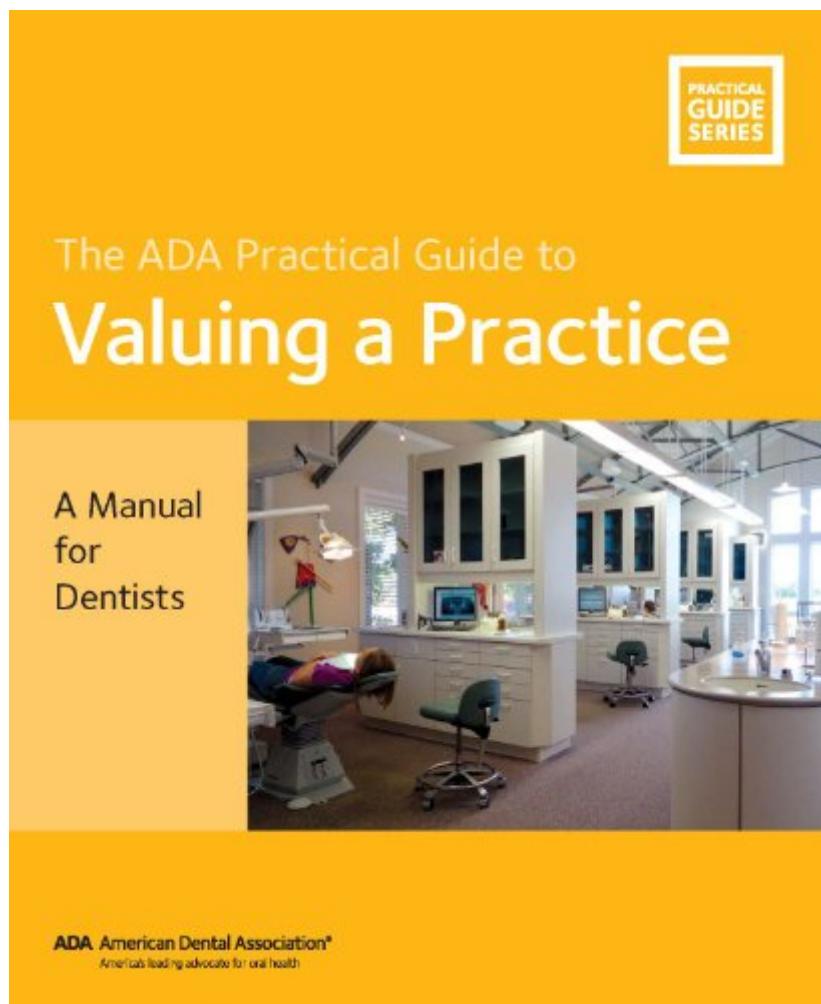


The book was found

The ADA Practical Guide To Valuing A Practice: A Manual For Dentists



Synopsis

This resource provides a balanced approach to practice valuation for both buyers and sellers. Refuting many common myths of valuation, Valuing a Practice raises awareness of possible legal and tax issues that may arise during this critical process. Also provides guidance on selling or buying an entire practice, a portion of a practice, and planning a future buy-in or buy-out. Other features include:

- Definitions of key terms
- How to select a person to perform the valuation
- How to choose the valuation method that is right for you
- Examples of sales documents and contract provisions
- Detailed explanations of various valuation concepts, such as the capitalized earnings, discounted cash flow and net asset methods
- Case studies
- Sample sales agreement

Understanding the intricacies of valuation is crucial to the success of your transaction. Be informed and knowledgeable with help from the ADA.

Table of Contents

Chapter 1: Practice Value; Concepts of Value; When Should a Practice Be Valued?; Fair Market Value, Price and Terms

Chapter 2: Critical Valuation Issues; Valuation Assumptions and Limiting Conditions; Information Required to Perform a Valuation

Chapter 3: Valuation Methods; Which Valuation Method is Right for You?; False Assumptions Concerning Practice Valuation; Valuation Concepts and Earnings Methods; Capitalized Earnings Methods; Discounted Cash Flow Method; Asset Approach: Net Asset Method; Market-based Approach; Guideline Company Method; Transactions Method

Chapter 4: Factors Complicating the Valuation Process; Associate Buy-outs and Buy-ins; Valuing a Portion of a Practice; Inadequate Financial and Clinical Records; Valuing Specialty Practices; Participation in Managed Care Programs; Employment of Family Members; Dentist-owned Real Estate; Practices with Multiple Office Locations

Chapter 5: Buying a Practice versus Starting a Practice; Advantages and Disadvantages of Buying a Practice; What a Seller Should Know; What a Buyer Should Know; Case Studies: Starting versus Buying; Case Study I: Starting a Practice; Case Study II: Buying an Existing Practice; Associate to Owner

Chapter 6: Preparing for the Sale and Using Advisors; Marketing the Practice; Finding a Buyer; Showing the Practice; HIPAA Implications; Buyer Qualifications; Negotiations; Advisors; Selling All versus Part of a Practice

Chapter 7: Legal and Tax Issues; Legal Documents; Tax Implications; Sales Contract Provisions; Installment Sales; Other Sales Documents; Other Provisions

Conclusion

Appendices

Appendix A: Sample Letters

Appendix B: Sample Sales Agreement

Additional Resources

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Customer Reviews

Concise and even to buyer and seller. Could have several more examples of valuation in a table to compare different methods.

Very helpful in a simple & understandable language.

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