

Selling Your DSO or Group Dental Practice:

“What You Need to Know & What You Should Expect”

We Help You START, GROW & SELL Your DSO

This seminar is built for owners of dental groups or DSOs with 5 – 25 locations who are interested in selling their businesses within 6-24 months.

By Attending You Will Learn:

Valuation	<ul style="list-style-type: none">• Opportunities to enhance EBITDA, exit multiples, valuation tiers, exit options, and the differences between Financial and Strategic Purchasers.
Accounting & Tax Considerations	<ul style="list-style-type: none">• Defining and understanding a Quality of Earnings Report, migrating from Cash to Accrual Accounting and differences between Stock and Asset Sales.
Legal Aspects of the Sale Process	<ul style="list-style-type: none">• From an Indication of Interest, to the Letter of Intent, to signing of the Asset Purchase Agreement and the Post-Sale Employment Agreements all the documentation in between.
Wealth Management	<ul style="list-style-type: none">• Preparing for a life-changing monetization event including asset protection strategies, asset management and charitable considerations.
Exit Strategy	<ul style="list-style-type: none">• Detailing every step of the process including: Preparing your Business for a Sale, the Marketed Process, Deal Structure and the differences between Cash-at-Close, Earn Outs and Equity Roll (2nd Bite of the Apple).
Personal Experience	<ul style="list-style-type: none">• A panel discussion from the Deal Makers, Shareholders and Stakeholders who have successfully sold their business covering everything from the analytical to emotional process that is the Deal.

Format

Six 90-minute sessions and five 30-minute roundtables with the presenters (for open Q&A) over two days.

Key Takeaways

Every attendee will get a binder of all of the presentations as well as a directive from each presenter on the “3 key things” they’ll need to research, consider or do when they return home.



Registration or Additional Questions Contact Diwakar Sinha:

973-722-5913

Industry-Leading Resources for the Emerging DSO

www.TUSK-Partners.com • 704-302-1142 • info@TUSK-Partners.com



March 21-23 | Houston, TX

Charge: \$2,995 + \$1,495 Each Additional Attendee (Lodging & Meals Included)

*This Event is Limited to 20 Group Practices or DSOs (50 Attendees Total)

Our Subject Matter Experts



Brian Colao | Partner at Dykema Cox Smith

Brian Colao is the Director of Dykema's DSO Industry Group where he specializes in creating regulatory compliant DSOs, defending DSOs in all manner of litigation and regulatory actions, and assisting Private Equity Investors in buying, selling or investing in DSOs. He is widely regarded as one of the foremost authorities in the United States on the corporate practice of dentistry.



Andrew Tate | UBS Financial Services

Andrew Tate, CFA, is a Vice President in the Wealth Management Americas at UBS. He has over 18 years of investment management and fixed income strategy experience, and has been a member of the investment committee as well as the leader of the institutional and retail distribution teams. Previously Andrew was in the debt capital markets group at Bank of America.



Steve Mizrach | Partner at Dorfman, Mizrach & Thaler, LLP

Steve Mizrach, Certified Public Accountant is Partner in Charge of Healthcare Services at Dorfman Mizrach & Thaler LLP. Steve has a broad background in taxation and accounting, and extensive experience with healthcare providers and MSO's and DSO's in matters that include structuring transactions, financing and financial analysis and general practice strategies.



Kevin Cumbus | Partner at TUSK

Kevin Cumbus is co-Founder, Partner and President @ TUSK. He has over a decade of experience in the business of dentistry. He has valued and sold over 120 dental practices, managed over \$100MM of revenue in a DSO and is co-owner of a start up dental practice, Mundo Dentistry.



Perrin DesPortes | Partner at TUSK

Perrin DesPortes is co-Founder and Partner @ TUSK. He has over 22 years of leadership, sales, operations, and P&L management experience in the dental industry, having rebuilt and successfully led 3 branches for Patterson Dental Supply.



Diwakar Sinha | Partner at TUSK

Diwakar Sinha is a Partner @ TUSK. He has worked in the dental lending space for 12 years and has provided capital to hundreds of dentists and Groups | DSOs over his career.

Industry-Leading Resources for the Emerging DSO

www.TUSK-Partners.com • 704-302-1142 • info@TUSK-Partners.com

