

DSO Foundations:

“Tactics to **START, GROW** and
SELL Your Group Practice”



October 12 & 13, 2018 | Charlotte, NC

Group Dental Practices currently make up about 18% of the entire industry with new ones coming on line each day.

Have you ever wondered **what to expect** when it comes to starting a DSO?

Maybe you've already established your group and are **about to hit** the debt funding wall?

Or possibly you've founded and funded your business, but are now **struggling to grow** it due to issues like:

- Attracting and retaining key talent
- Developing a disciplined and effective strategy for acquisitions or start ups
- Centralizing services and scaling infrastructure

If you've achieved a level of success, is it time to **plan your exit**?

Building and operating a successful DSO isn't for the faint of heart, so we developed this two-day seminar to share the fundamentals of how to **START, GROW and SELL your group dental practice or DSO.**



Registration

<https://info.tusk-partners.com/patterson-october-2018>

Questions:

718-314-0980 (Perrin DesPortes, Partner at TUSK)



www.TUSK-Partners.com

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Join us in Charlotte, NC as one of the dental industry's leading M&A companies, TUSK Partners, provides detailed guidance on how to **START, GROW** and **SELL** your group practice or DSO.

Start	Grow	Sell
<p>Industry Overview & Context</p> <p>How Value is Created in Group Practices</p> <ul style="list-style-type: none">Understanding EBITDA & Multiples <p>Legal Foundations</p> <ul style="list-style-type: none">Group Practices vs DSOs; Equity; and Management Services Agreements (MSAs)	<p>Banking & Growth Capital</p> <ul style="list-style-type: none">Evaluating a growth funding partner; Metrics to know for scale <p>Growth Strategy</p> <ul style="list-style-type: none">Acquisitions; Start Ups; and Modeling Your Growth based on your Exit <p>Centralization & Operations</p> <ul style="list-style-type: none">Benchmarking; Standardized Operating Procedures (SOPs) <p>Human Capital</p> <ul style="list-style-type: none">Recruiting & Retaining Key Employees; Restricted Stock Units (RSUs)	<p>Preparation to go to Market</p> <ul style="list-style-type: none">Determining your Desired Exit; Setting Expectations & Internal Evaluations <p>Marketed Sales Process</p> <ul style="list-style-type: none">Financial Buyers vs Strategic Buyers <p>Process Overview</p> <ul style="list-style-type: none">Due Diligence; Negotiations & Deal Structure

Details

Dates: October 12 & 13, 2018 | Charlotte, NC
Friday 8:00 AM - 6:00 PM • Saturday 8:00 AM - 2:00 PM

Location: Sirona Education Center
13320 Ballantyne Corporate Place
Charlotte, NC 28277

Cost: \$595 (per person)

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Lodging Options

The Ballantyne Hotel & Spa
704-248-4000

Aloft Ballantyne Charlotte
704-247-2222

Marriott Courtyard Ballantyne
704-341-0041



Patient Experience, Practice LifestyleSM
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