

# Dental Practice Startup And Buying Seminar 2019

## Course Topics:

- Why ownership? The good, the bad and the nasty
- Start-up vs buying - Pros and cons of each
- Partnerships - important considerations
- Real world profitability of dental practices at different stages of maturity ie. (startup vs growing vs mature)
- Location, location, location (the most important consideration in practice start-ups)
- Equipment requirements and costs
- Fitout considerations and planning from start to finish.
- Designs & costs depending on size etc.
- Complete step by step guide and timeline of starting your own practice
- The entire process and important considerations for BUYING a practice
- Staffing considerations for your practice
- Lease considerations
- Total initial outlay, costs and budgets
- Finance and loan considerations
- Minimizing and managing overheads in ownership
- Cash flow, breakeven points and expenses
- MARKETING A-Z (a complete strategy guide)

## Are you considering Dental Practice Ownership?

Learn from one of Australia's most successful young dental business owners with the most comprehensive two-day course on offer!

## Melbourne

**12th and 13th October, 2019**

*K&L Gates  
Level 25 South Tower,  
Rialto 525 Collins Street  
Melbourne VIC 3000*

## Brisbane

**17th and 18th August, 2019**

*BDO Brisbane Level 10,  
12 Creek Street Brisbane*

**Book now to avoid disappointment!**

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## About Dr. Nauv Kashyap



Dr Nauv Kashyap graduated from the University of QLD in 2006 and began private practice in Brisbane, immediately upon graduation. He purchased his first dental practice in 2008 with around 2500 patients on the books and approximately \$400k yearly

turnover. That practice now has approx 20000 patients on the books and will turnover around \$3 million in the next 12 months. Dr Kashyap has also started or bought a further 14 successful dental practices in the midst of tough competition and a challenging dental market. He is passionate about the business side of dental ownership, particularly the start-up and buying process. He loves to mentor new owners as they transition from being employee to owner and his previous years seminars have sold out.

Early bird: \$2035 inc GST. (Closes May 31st, 2019)

After May 31st \$2255 inc GST

Bring a friend, spouse or partner and save 30% off a second ticket when buying a full rate ticket only.

## Testimonials

*"If you're looking to buy a practice or STARTUP, don't miss this course! Nauv will show you how to start right and profit early."*

**Dr Jesse Green - Dentist, Business Coach, Best selling author**

*"Nauvneel's practice ownership seminar is the single most practical, relevant, and comprehensive course any owner or potential owner can do. No other course like this. An MBA for a dentist!"*

**Laurence Tsu Liang Lau - Sydney, NSW**

*"If anyone is thinking of buying or starting a practice, then THIS is the conference to get to. Unlike the cliché practice management groups who dabble in this area, Nauv is Australia's leading dental entrepreneur who is willing to provide honest facts and figures to help you fast-track to success. He pours his passion into running successful practices and the results speak for themselves. Learn from the best."*

**Dr Jeff Kho - Sth Brisbane, QLD**

*"Dr Kashyap really understands the issues faced by dentists starting their own practice in these tough times. If you are thinking of opening your own practice, this is one seminar you don't want to miss."*

**Dr Dinesh Singham - Townsville, QLD**

*"Nauv presents all the information you need for setting up a practice in an organised way, including common mistakes to avoid. With tips on timely installation of phone lines, signage, etc, I was able to open my practice with patients booked in from day 1, all thanks to Nauv. A great course for anyone considering practice ownership."*

**Dr Sahil Soni - Canberra, ACT**

## Dental Practice Startup and Buying Seminar

For more information, visit: [www.practiceownership.com.au](http://www.practiceownership.com.au) or Email: [admin@practiceownership.com.au](mailto:admin@practiceownership.com.au)

**To register or for more information**

visit [www.practiceownership.com.au/seminars](http://www.practiceownership.com.au/seminars) or

Email: [admin@practiceownership.com.au](mailto:admin@practiceownership.com.au)

### Cancellation Policy

Cancellations made 30+ days prior to seminar date incur a 25% cancellation fee. Cancellations made less than 30 days prior to seminar date have option to transfer credit to another participant. The organisers may cancel the seminar/s at any time with no responsibility to the participants other than full refund of registration fees.



*Our expertise. Your edge.*