

# Dental Practice Startup And Buying Seminar 2020

## 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!

## Brisbane

**15th and 16th August, 2020**

*BDO Brisbane Level 10,  
12 Creek Street Brisbane*

## Melbourne

**10th and 11th October, 2020**

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

**Book now to avoid disappointment!**

Proudly Supported By:

## 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 over 32000 patients on the books and will turnover around \$4 million in the next 12 months. Dr Kashyap has also started or bought a further 16 successful dental practices in the midst of tough competition and a challenging dental market. He has also sold practices so understands having practice exit ready. 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.

## 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**

*"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**



## Simon Palmer

Founder and MD of Practice Sale Search Pty Ltd

Simon Palmer is the Founder and Managing Director of Practice Sale Search, Australia's leading dental practice brokerage. With more than 15 years' experience in dentist recruitment, on-hire and dental practice sales, Simon has extensive knowledge of and insight into the dental industry.

Simon is a licensed business broker and real estate agent. He sells over a hundred dental practices a year on the east coast of Australia and appraises many more for the purposes of divorce, insurance, restructuring and internal sales. He is deeply involved in every stage of the sale, from marketing, listing and showing practices, negotiating the price, legals, terms and post-sale engagement of the exiting practice owner.

He is a regular contributor to dental publications and journals, and frequently presents workshops on Dental Practice Buying and Exit Planning at ADA CPD seminars throughout Australia and New Zealand.

## Dental Practice Startup and Buying Seminar

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.

Early bird: \$2035 inc GST.

(Closes May 31st, 2020)

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.