

— REGISTRATION —

Straight Talk on Practice Transitions

Saturday, August 27, 2022

Name _____ ☐ DMD ☐ DDS

Address _____

City, State, Zip _____

Cell Phone _____

Email _____

Will your spouse attend? ☐ Yes ☐ No

Name of Spouse _____

Please list your State License Number _____

If you are a member of AGD, please list your number _____

Registration Fee:

IF RESERVED BY AUGUST 1:

Doctor only: \$250; Doctor and Spouse: \$325

IF RESERVED AFTER AUGUST 1:

Doctor only: \$275; Doctor and Spouse: \$350

The registration fee includes course materials, continental breakfast, refreshments, and lunch. The fee is payable by check and must accompany registration.

Cancellations made one week prior to the program date will incur a \$50 processing fee and the remainder of the registration fee will be refunded.

Make checks payable and return to:

The Jaffe Group, Ltd.
2518 Bopp Rd.
St. Louis, Missouri 63131

TEAR HERE

TEAR HERE



Midwest
DENTAL TRANSITIONS™

2518 BOPP ROAD • ST. LOUIS, MO 63131

Guy Jaffe, President

Make it a family weekend!

While attending this CE course in St. Louis, be sure to check out:

- The Gateway Arch
- The St. Louis Zoo
- The St. Louis Art Museum
- The St. Louis Science Center
- The St. Louis Cardinals Baseball Game

Call 1-800-888-FUN1 for information on these and other points of interest in the St. Louis area.

Straight Talk on Practice Transitions

SIGN UP TODAY FOR THIS OUTSTANDING CONTINUING EDUCATION OPPORTUNITY

Guy Jaffe, Jim Ackerman and ADS Midwest are offering a seminar to give you the "straight talk" on what is involved in a successful practice transition.

Saturday
August 27, 2022

St. Louis Marriott West

6 HOURS CONTINUING EDUCATION



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DENTAL TRANSITIONS™

VALUATIONS | SALES | CONSULTING



PACE
ACADEMY of
GENERAL DENTISTRY
PROGRAM APPROVAL
FOR CONTINUING
EDUCATION

ADS MIDWEST
Nationally Approved PACE Program
Provider for FAGD/MAGD credit.
Approval does not imply acceptance by
any regulatory authority or AGD endorsement.
1/1/2022 to 12/31/2027
Provider ID# 219023

Financial assistance provided by
Bank of America Practice Solutions

Goals & Objectives

This important seminar is designed for the doctor who is contemplating a practice transition. A senior doctor who is thinking about retirement and selling his or her practice or the younger doctor who is considering buying a practice should attend this seminar that is given once a year. You will learn what to expect throughout the transition process.

It is our goal to give you a broad overview of the process by examining how to prepare your practice for sale, the legal issues involved in a purchase agreement, the tax consequences of selling your practice and how a dental practice sale is financed. This seminar will give you a better understanding of what it takes to successfully sell or transition a dental practice.

To help prepare you for your future transition, the following topics and questions will be discussed in a lecture format with a Q&A session to follow.

- Are you Ready to Retire?
- Understanding the Marketplace for Selling and Identifying Today's Buyers
- What are the Different Transition Options?
- Tips for Selling a Dental Practice
- Methods of Determining the Value of a Dental Practice
- How to Protect a Practice in Case of a Disability or Death.
- What is the Role of a CPA in a Dental Practice Sale?
- How to Save Taxes on the Sale or Purchase of a Practice
- The Importance of a Purchase Price Allocation
- What Happens to a Corporation at Retirement?
- Purchase Agreements for a Dental Practice Sale
- How is Personal Goodwill Transferred?
- What is the Importance of a Covenant Not to Compete?
- Practice Financing in the Year 2022

About the Course

DATE: Saturday, August 27, 2022

LOCATION: St. Louis Marriott West
660 Maryville Centre Drive
St. Louis, Missouri

TIME: Registration at 8:30 a.m.

PROGRAM: 9:00 a.m. – 4:00 p.m.

CE CREDITS: 6 Hours

TUITION (if reserved by August 1, 2022):

Doctor only – \$250

Doctor and Spouse – \$325

If reserved AFTER August 1, 2022:

Doctor only – \$275

Doctor and Spouse – \$350

SEMINAR ATTENDEE BONUS:

Returning doctors who bring another doctor will each receive **10% off** the seminar registration fee when registering together.

NOTE: Only one bonus or discount can be applied per registration.

**For additional information,
call Guy Jaffe at ADS Midwest**

314-997-0535 or 800-221-6927

All ADS companies are independently owned and operated.

ADS Midwest is endorsed by:



Faculty

Guy B. Jaffe, MBA, is the president of **ADS**



Midwest in St. Louis. The firm specializes in appraising and brokering dental practices throughout Missouri, Illinois, Indiana, Iowa and Arkansas. **ADS Midwest** is endorsed by the Illinois Dental Society. Mr. Jaffe is past president of **American Dental Sales**, the largest network of dental practice brokers, appraisers and transition consultants in the United States.

Jim Ackerman joined **ADS Midwest** in 2011. He



appraises and sells dental practices in Missouri, Illinois, Indiana, Iowa and Arkansas. Mr. Ackerman graduated from St. Louis University with a BSBA in Accounting. After interning with Arthur Andersen, he worked for a CPA firm in St. Louis for several years.

Patrick R. Gunn is a principal in the law firm of **Gunn**



and Gunn. The focus of Mr. Gunn's practice is commercial matters, including the sale of stock and business assets. Mr. Gunn has written the purchase agreements in the sale of hundreds of dental practices.

Chris Howard serves as Vice President for Bank of



America's Healthcare Division in Missouri and Kansas. This division has assisted Dental Professionals for over 26 years. Mr. Howard and his team specialize in assisting Dentists with practice acquisitions, startups, refinance and/or expansion, in addition to helping with their commercial real estate financing.

Michael Fitzgerald CPA joined Scheffel Boyle in



1983 and is currently a Principal in the firm's Alton office. He is the leader of the Tax Department and his specialties include business succession and estate planning, tax planning and preparation, and business valuation services.