

"THE liquidity event"

Subtitle - How are you preparing for the sale of your practice?

Thinking about retirement lately? If not, you must be a superhero. The pandemic has been one of the most difficult times to own a practice. Questions like, how will you start the process, what do you need to get your house in order, and how much money will you make? These are all questions most practice owners have before heading into the sunset with a smile on their face. This presentation will answer many questions and to give you an idea of the little things you can tackle that will help you have a more favorable outcome at the sale. Michael Dinsio, MBA and Founder of Next Level Consultants will walk you through some easy things to focus on 1, 3, and 5 years out from the big day.

Those of you who are thinking about buying a practice in the future, keep your eyes and ears open during this presentation. Ironically, the things sellers need to do and clean up before a sale are exactly the questions you need to have before buying a practice. IF you can understand the person on the "other side of the table" then you will have a more successful transition for the patients, the team and overall the practice!

WE will cover things like:

- How to get an easy lift in production
- Valuation & Buyers Financing
- Understanding the importance of cash flow
- Simple things you can invest in to make your practice more attractive

Bio:

Prior to founding Next Level Consultants, Michael spent a decade learning the business of dentistry through a banker's eyes. In that time, he guided more than 300 dental office start-ups and helped facilitate over 200 dental practice transitions. Through this journey, Michael found that his passion was helping dentists navigate the complex process of getting into ownership and crushing it as new practice owners.

As corporate dentistry and regional DSOs continue to find success, today's generation of practice owners face new challenges to grow their businesses and thrive. With that goal in mind, Michael followed his true passion and started Next Level Consultants.

Michael advises clients in all stages of their practice—whether it is establishing a new business, maintaining and/or expanding a practice, or preparing to sell. Having helped hundreds of practice owners, Michael is qualified to serve as a key business strategist and advisor for any healthcare professional.

Michael gains great satisfaction helping healthcare professionals reach their greatest potential. Passionate and committed, he brings his dedication to helping doctors and their teams turn their dreams into realities every single day.