

## 7 Steps to Buying a Dental Practice

make sure you plan to get the best return

### Date

18th February 2010  
6.00pm for 6:45pm to 9.10pm

### Location

The National Motorcycle Museum  
Birmingham B92 0EJ

**A seminar for owners who are determined to achieve maximum profits on setting up, owning and running their own dental business.**

**CPD points will be available and certificates provided free to all attendees.**

#### SPEAKERS

##### Steve Pratt - Lloyds TSB

Regional Head of Healthcare banking - South and West at Lloyds TSB Bank Plc with an in-depth understanding of dental practices and the requirements of banks

##### Thomas Dickson - Essential Money

Owner of Essential Money providing independent financial advice for dentists, offering specialist knowledge on all financial issues for dental businesses.

##### Jonathan Cobbold - Gross & Co.

Partner at Gross & Co, a commercial solicitors' practice with offices in Suffolk and London. Jonathan is an expert in assisting with all legal aspects of setting up and running a dental practice.

##### Paul Mendlesohn- CODE

Paul is the Chairman & Chief Executive of CODE; he is a practicing dentist who was the founder of IDH (Whitecross) still one of the leading dental companies in the UK.

#### TOPICS

##### 6:45 to 7.00     Setting the Scene - Paul Mendlesohn

The current climate - A good time to plan a future business purchase.

##### 7.00 to 7.35     Is your business plan workable? - Steve Pratt

Credit appetite in the dental sector

Incorporation - bank security requirements

Managing your risk - interest hedging

Making banking simple - reducing your costs

##### 7.35 to 8.10     Finance - Thomas Dickson

What you need to know to prepare a finance proposal, select and negotiate with the right lender, and make sure the relevant insurances are in place. Find out the common mistakes made and avoid the expense of making them yourself.

##### 8.10 to 8.30     COFFEE BREAK

##### 8.30 to 9.10     Legal Issues - Jonathan Cobbold

Setting up a squat or an existing practice, heads of terms, non-competition restrictions, warranty issues and employment issues

##### 9.10                Questions, Summary & Close

Refreshments and an opportunity to discuss specific issues with the speakers.

**For more information, please email Jonathan Cobbold at Gross & Co. via [jcc@gross.co.uk](mailto:jcc@gross.co.uk)**

A light buffet will be served from 6.00 - 6.45 p.m. [before the talk]

**To register for your free place(s) at the seminar**

### 7 Steps to Buying a Dental Practice

**Please complete the information below and fax to 01284 762207 or email [jcc@gross.co.uk](mailto:jcc@gross.co.uk)**

**PLEASE FEEL FREE TO TELEPHONE US ON FREEPHONE 0800 019 2898**

#### First Delegate

First Name .....  
Surname .....  
Company Name .....  
Address .....  
Address .....  
Postcode .....

#### Second Delegate

First Name .....  
Surname .....  
Company Name .....  
Address .....  
Address .....  
Postcode .....

Unfortunately I can't   
make this seminar but I would  
like advice on the subject above.

Unfortunately I can't   
make it on this occasion, but I  
would like to hear of future semi-  
nars.

PHONE .....  
FAX .....  
EMAIL .....

PHONE .....  
FAX .....  
EMAIL .....