



MEDIFINANCE
SERIOUS ABOUT FINDING HEALTHCARE



LILY HEAD
DENTAL PRACTICE SALES



GORDONS
commercial lawyers



Dua & Co
Business Advisors & Chartered Accountants
Support | Knowledge | Vision



How to be a credible dental practice buyer

DATE

Saturday 28th September 2019
9:30 -15:00

VENUE

Medifinance, Wesley House, Bull Hill,
Leatherhead, Surrey KT22 7AH

KEY LEARNINGS

- ✓ What are the legal responsibilities of being a dental principal?
- ✓ Who am I competing with for the dental practice I want?
- ✓ How can I ensure my offer is the most favourable to a vendor?
- ✓ How to I determine how much I can afford to pay and what represents a good deal for me?
- ✓ What are the key things to focus on to ensure my business remains profitable?
- ✓ What are my obligations to the CQC and how can I best fulfil them?

MEETING AGENDA – TBC BY THE SPEAKERS

09:30-10:00	REGISTRATION AND REFRESHMENTS
10:00-10:15	INTRODUCTIONS AND WELCOME
10:15-11:00	Mark Santa Olalla (Gordons Law) Property aspects of a dental practice purchase. Should you buy or rent?
11:00-11:45	Abi Greenhough (LHDPS) Types of dental practices and how to position yourself as a serious buyer. What to consider when negotiating for a dental practice purchase.
11:45-12:30	LUNCH
12:30-13:15	Martin How (Medifinance) Funding options and building a business case.
13:15-14:00	Rakesh Dua (Dua & Co) Why you need a dental accountant and how your accountant will help you with the purchase of a dental practice.
14:00-14:30	Asha Lad (LHDPS) How to engage with the broker to maximise chances of securing the dental practice you want.
14:30-15:00	NETWORKING OPPORTUNITY OVER TEA

SPEAKERS

Mark Santa Olalla - Gordons Law

Mark is a Director at Gordons Law and specialises in the provision of legal services to dentists. Mark has been on the recommended list of the British Dental Association for over 14 years and has helped hundreds of dentists who have been buying or selling their dental practice. Mark is a member of ASPD (Association of Specialist Providers to Dentists).

Abi Greenhough - Lily Head Dental Practice Sales

Abi is MD of Lily Head Dental Practice Sales. Lily is an expert in valuing dental practices and has an in depth understanding of dental business transfer market. Abi will be sharing her knowledge to help you present compelling offers do dental principals looking to sell.

Martin How - Medifinance

Martin is an associate director at Medifinance and has been a healthcare finance broker for over 25 years. Martin helps dentists to build a credible profit forecast for the dental practice they are looking to purchase and then helps them shape and present a persuasive funding proposal to a wide range of lenders.

Rakesh Dua - Dua & Co

Rakesh Dua is a qualified Chartered Accountant and Managing Director of Dua & Co. Rakesh supports clients across various sectors, but dentists and healthcare professionals in particular.

Rakesh's achievements have been recognised by Lloyds TSB Jewel Awards and the Middlesex Business School, who sought his advice to help young entrepreneurs take their first steps in business.

Asha Lad - Lily Head Dental Practice Sales

Asha works with buyers and sellers of dental practices to agree transactions. Asha has an excellent understanding of how to get the 'win, win' for dentists.

Register for this event today

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