



PRACTICE OWNERS - BEAT THE BULGE!

We are all cognizant of the current population demographics in Canada. Baby Boomers, who represent the largest population group in the country, are on the brink of retirement. Most of them will agree that while they missed out on the "Freedom 55" opportunity, due to losses in the high tech sector meltdown, they have reached a point where they can once again start formulating their post-retirement plans.

As an owner, perhaps you have been contemplating selling your practice in the near future? You may be interested to know that many of our recent clients have been able to sell their practices for full appraised value. While some continued to practise as an associate with the new owner, or left after brief transitions, many chose to pursue different business and/or leisure opportunities.

ROI Corporation has over 32 years experience in dental practice appraisal and brokerage. I will be pleased to meet with you, at no cost or obligation, to discuss current market conditions and dynamics in the Ottawa & Eastern Ontario market. I will work with you to develop a transition plan that suits your personal needs.

ROI Corporation does not sell dental equipment, set up new offices or structure complicated buyer transitions.

WE SELL PRACTICES!

So beat the bulge and sell your practice when values are at their highest and competition is at the lowest.

Look for these informative articles at www.roicorp.com

The Top Five Fears of the Dental Practice Purchaser
Associates and the Sale of Your Practice – An Appraiser's Perspective
Set Up on Your Own or Buy: The Recent Graduate's Dilemma
What Not to do When Preparing a Practice for Sale
How to Successfully Manage Your Equipment Lease
Staff Issues When Buying or Selling a Practice

Many, many more....

Visit www.roicorp.com

For these complete Journal article postings - as well as dozens of others!



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Please return this form to Ann Wright - All information gathered remains CONFIDENTIAL
We will be pleased to quote our PRACTICE APPRAISAL FEE upon receipt of this information

name _____
private mailing address _____
private phone number _____
private fax number _____
personal email address _____
practice address _____

your year of graduation _____ Are you a General Dentist? *Y or N*
from which school/faculty _____ Specialist? (*specify*) _____

Office: Total Square Footage _____
Number of Operatories (equipped) _____
Do you Own building? *Y or N* If so, what % _____
Do you have an Accurate set of Floor Plans? *Y or N*

Personnel: # of Associates? Full-time? _____ Part-time? _____
of Hygienists? Full-time? _____ Part-time? _____

Partners: Do you have partners? *Y or N* How many? _____
If so, are they: Cost Share? _____ or Equity? _____

Financial: Are you incorporated? *Y or N*
Is there a Holding/Management company? *Y or N*
How many sets of Financial Statements do you have? _____

Gross: Most recent Annual Gross Revenue (of the entire practice).
\$ _____

Scheduling: What would be the best day, when the practice is or can be
closed, for us to visit the office? _____

Notes: Is there anything unique or particular that you'd like to tell us
about your practice? _____

Not all Appraisals 'Created' Equal

ROI Corporation's Appraisal contains descriptions and details of the following:

- ❑ Summary of Valuation Concepts
- ❑ Interpretation of Values
- ❑ Complete Practice Description & History
- ❑ Philosophy of Practice
- ❑ Services & Treatment Mix, Services Referred
- ❑ Appointment Procedures (times/protocols)
- ❑ Office Hours / Vacations / Courses taken
- ❑ Personnel / Employee Contracts
- ❑ Staff Benefits, Communication Protocols
- ❑ Patient Information
- ❑ Patient Profile by Age and Draw Location
- ❑ Recalls - Scheduled and Pending
- ❑ Fees, Payment and Insurance Policies
- ❑ Treatment Planning Regimes
- ❑ Accounts Receivable Operations
- ❑ Systems and Records (computer / charts)
- ❑ Marketing Initiatives Undertaken
- ❑ All Facility Parameters (pluses and minuses)
- ❑ Value of the Premise Lease (includes Copy of)
- ❑ Calculation of 'Real' Rent - if Building Owned
- ❑ Practice Location Map (City/Town)
- ❑ Community Demographics (Schools, Industry)
- ❑ Dental / Population Ratios
- ❑ Accountant's Financial Statements (3 years)
- ❑ NORMALIZED Financial States. (by ROI Corp)
- ❑ Year-to-Date Financial Info (Revs. by Provider)
- ❑ Financial Analyses & Cash Flow pro forma
- ❑ Descriptions (with Serial Numbers) of the following, with Market & Replacement Values
 - Leasehold Improvements & Fixtures
 - Clinical Equipment & Fixtures
 - Administrative Furniture & Fixtures
 - Computer Hardware & Software
- ❑ Instruments and Materials (by formula)
- ❑ Listing of Excluded Assets
- ❑ Services Contracts (O₂, security, janitorial, etc)
- ❑ Liabilities (e.g. Copies of Equipment leases)
- ❑ Recent Practice Sales Comparisons
- ❑ Goodwill Calculation based upon:
 - Local Market Factors
 - Weighted Gross Income
 - Weighted Cash Flow
 - + / - Adjustments
- ❑ Associate / Partnership Agreements
- ❑ Cost Share Agreements
- ❑ Office Policy Statements
- ❑ Floor Plans & Photographs
- ❑ Demographic Data (Canada, Province, Town)

ROI Corporation's Services

We Appraise Professional Practices

Our fees are dependant upon the practice size (revenues, # operatories, staff, associates, etc.) and practice complexity (# sets of financial statements, existence of partnership agreements, multiple corporations, etc), time requirements and on travel expenses. Our fees for a comprehensive 75+ page Appraisal start at \$3,500.⁰⁰

We Act as the Exclusive Broker in a Sale

We market your practice using our national network of **10 ROI Corporation Associates (all with extensive clinical background and/or industry experience)**. We educate buyers and ensure confidentiality in all matters. We do all the showings, representation, negotiations, assisting with financing arrangements, drafting of offers (shares or assets) and act as trustee of the sale. Our fee is only paid upon the successful sale of your practice – and based upon the price you accept.

We Provide Letters of Opinion

This could be our examination of another firm's appraisal of a practice you are looking to purchase. Other tasks might include analysis and commentary on local market conditions. Fees start at \$750.⁰⁰

We Offer Common-Sense Consulting

Drawing on our 32 years of first hand dental industry experience (in the appraisal/brokerage arena, academia, private practice, organized dentistry, dental regulatory bodies, banking and equipment sales & leasing) and based upon discussions with thousands of your colleagues, we will act as devil's advocates and sober second thinkers. ROI Corporation's fees range from \$250.⁰⁰ to \$350.⁰⁰ per hour.

We Offer Practice Management Advice

Please check our website www.roicorp.com under the "Articles" button for a listing of nearly 100 articles on the business of dental practice (including many on appraisals and brokerage). These can be read online or downloaded in PDF format free of charge.

www.roicorp.com

Ann's Practice Opportunities (as of December 11, 2006)

Visit www.roicorp.com for all of our available practices

OTTAWA (Ref #1453) — energetic, progressive owner wishes to sell ½ of practice to concentrate on interests in comprehensive dentistry and orthodontics. Beautiful facility, 6 ops, 3 hygienists, 18 NP/month, over 3,000 charts, \$1.3M/year.

ORLEANS (Ref #1443) — 3-op solo, 15+ year general practice in popular suburban location; in a strip mall on a main thoroughfare. Approx 1,200 pts. 2 days of hygiene. Yearly revenues ~300K. No assignment. 4 days/wk (1 eve, occasional Sat).

KINGSTON (Ref #1442) — located in the heart of the 1000 Island tourist area. Solo 5 op practice on a major thoroughfare Yearly billings top \$1M, on a 4 day week (10 hygiene days per week). Practice could support more than 1 owner.

OTTAWA ASSOCIATE WANTED (Ref #1009) — Exciting prospect to work in well-managed and efficient practice, with an option to purchase after 1 year of associateship. Ideal candidates will benefit from a proven mentoring programme.

LAKE ONTARIO CITY (Ref #1419) - Periodontal 3 op practice, downtown near the water. Established, efficient maintenance programme in place with an excellent referral base. Space to add a 4th op. No Fridays or evenings.

BAY OF QUINTE (Ref #1418) — Facility and equipment for sale. Will appeal to a practitioner looking for a larger space or one who is opening their first practice. 2,000 sq. ft., on second floor. 4 ops (3 equipped) - all with natural light.

OTTAWA VALLEY (Ref #1384) — 40 minutes from Kanata. Purchase this 22 year old practice - one year with current owner who is operating 2 days per week, with 1 day of hygiene. Gross is \$11,000 per month. Affordable premise lease.

OTTAWA (Ref #1403) — mature practice (part of a cost share) in established residential neighborhood, with loyal patient base and efficient hygiene programme. \$400,000 on 4 days/week; no assignment! Owner will participate with transition.

OTTAWA (Ref #1402) — exceptional opportunity - mature 3 op practice with 1 Associate and FT hygiene. Part of a cost share located on 2nd floor of strip mall in desirable residential area. ~ \$750,000 / year with 900 pts on recall. No Assignment!

WE SELL PRACTICES.



Timothy A. Brown and **Ann Wright** are just part of your Ontario team at ROI Corporation, Canada's #1 dental practice appraisal and sales group. Since 1974, ROI Corporation has provided a definite advantage to those discerning Canadian dentists who have sought its appraisal, brokerage and consulting services.

Why not plan to attend one of Timothy's upcoming seminars, titled: **Take the Money and Run** and discover why the clean break from ownership is the preferred choice of most dentists wishing to avoid the pitfalls of long term transitions? Please call now to reserve your seat.

For the most comprehensive and up-to-date listings in the country, contact Timothy or Ann today or view their listings online at www.roicorp.com.

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