

NAVIGATING THE DENTAL TRANSITION MINEFIELD -2011

Featuring:

Patrick J. Wood

Founding Partner of Wood & Delgado

Arthur S. Wiederman, CPA, Broker

Founder of Wiederman & Associates

Kathleen Johnson

Dental Practice Consultant

Ken Rubin, CPA, Broker

(speaking only at the San Diego seminar)

www.dentalattorneys.com



7 AGD CE Credits



Whether you own or plan to own a dental practice, this seminar is for you!

This will be an in depth look at the many issues you face when selling or purchasing a dental practice, entering into a partnership buy-in or becoming an associate with an option to buy the dental practice in the future. Three of the leading experts in dental practice transitions will point out the many issues you will face when attempting to sell or acquire a dental practice. Areas of discussion will include: Evaluating books and records; analyzing the dental software and charts; lease issues which can destroy your investment; pitfalls in the purchase agreement; tax ramifications of a sale or purchase; continuing to practice dentistry after a sale; trade secret protection; restrictive covenants and covenants not to compete; financing issues; many other topics.

Friday, October 21, 2011

9am-4pm

Marriott Hotel & Resort
6161 W. Century Boulevard
Los Angeles, CA 90045

Lunch will be served

Speakers:

Pat Wood, Art Wiederman, &
Kathleen Johnson

Saturday, October 22, 2011

9am-4pm

Bella Mia Restaurant
58 S. First St.
San Jose, CA 95113

Lunch will be served

Speakers:

Pat Wood, Art Wiederman, &
Kathleen Johnson

Friday, December 2, 2011

9am-4pm

Marriot Hotel
4240 La Jolla Village Drive
La Jolla, CA 92037

Lunch will be served

Speakers:

Pat Wood, Ken Rubin, &
Kathleen Johnson

Saturday, December 3, 2011

9am-4pm

Andreï's Conscious Cuisine
2607 Main Street
Irvine, CA 92614

Lunch will be served

Speakers:

Pat Wood, Art Wiederman, &
Kathleen Johnson

NAVIGATING THE DENTAL TRANSITION MINEFIELD

Featured Speakers:



Patrick J. Wood

Patrick J. Wood is a member of the law firm Wood & Delgado and has been representing dentists for over 25 years. Mr. Wood received his B.A. degree from UCLA and his JD degree from Southwestern University. He was admitted to practice law in California in 1978, and he or other members of the firm are also admitted in Colorado, Texas, Nevada, Arizona, and Hawaii. He has lectured extensively at dental conventions, dental societies and dental schools. His firm negotiates over 100 office leases each year, and is involved in over 50 dental practice sales each year. Wood & Delgado have offices in Irvine, California and Temecula, California.

Arthur S. Wiederman



Art is President of Wiederman & Associates in Tustin, California, a CPA firm dealing exclusively with dentists and specializes in the area of tax and financial planning and dental financial practice management, helping them to meet their business and personal financial goals. He has lectured to numerous local, state, and national dental groups and dental schools and is a founding member of the Academy of Dental CPA's and has written a highly respected book entitled "The Art of Finance."



Kathleen Johnson

Kathleen Johnson is a dental practice management and transition consultant with 34+ years in the dental field and a founding member of Academy of Dental Management Consultants. Kathleen is known for her comprehensive practice evaluations and transition consulting services for dentists and associates. Whether helping a dentist confidently transition into retirement, assisting a new dentist with finding the ideal practice, or helping a dentist find new passion in her or his business, Kathleen provides the support and expertise dental professionals need to make it happen!

Ken Rubin, CPA



Ken Rubin has been a Dental CPA in San Diego for the past 27 years. His company, Ken Rubin & Company, CPA's provides helps dentists with accounting, taxes, profitability maximization, transitions and all financial matters. He is a founding member of the Academy of Dental CPA's, frequent lecturer and author. His second company, Ken Rubin Dental Practice Sales, handles the majority of brokered practice sales in San Diego.

Registration form

(please print in Capital Letters)

Name: _____ Email: _____

Address: _____ City, State, Zip: _____

Contact Number: _____ License #: _____

Credit Card #: _____ Exp: _____ CSC: _____ (3 or 4 digit code)

AGD CE Credit Courses (please check which seminar you are attending)

- October 21, 2011- Marriott, Los Angeles, \$99.00 before 10/1/2011 or \$119.00 after
- October 22, 2011- Bella Mia, San Jose, \$99.00 before 10/1/2011 or \$119.00 after
- December 2, 2011- Marriott, La Jolla, \$99.00 before 11/8/2011 or 119.00 after
- December 3, 2011- Andrei's Conscious Cuisine, Irvine \$99.00 before 11/8/2011 or \$119.00 after

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by mail: Wood & Delgado, 20 Pacifica, Ste 320, Irvine, CA 92618

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