Get an in-depth view of the various stages of a new dentist’s career. The speaker will first dissect the associate position – one of the first professional experiences of most young dentists. Understand the difference between employee versus independent contractor, the spectrum of compensation structures and how it affects an associate’s pay and contract, California law as it pertains to associates, and buy-in opportunities.

Dental partnerships may be the second phase of your career. Learn how partnerships are created and the best models that are appropriate for you. What management concerns should you be thinking about? What compensation formulas work or don’t work? How does California law affect partnerships?

Buying a dental practice is usually the last and ultimate goal of most dentists. What do you need to consider when acquiring or starting a new practice? The speaker will cover factors that can destroy the value of the dental practice, the buy/sell agreement, collection of accounts receivable, handling uncompleted dental work, and representations and warranties.

**Jason Patrick Wood** is a partner in the law firm of Wood & Delgado. Jason’s primary emphasis is on business transactions for dentists and doctors: leases, purchase agreements, partnership agreements, shareholders agreements, corporations, associate agreements and other business-related legal needs. He has authored many articles relative to the business side of dentistry which have appeared in Dental Economics, CDA Journal, The New Dentist, Dentaltown Magazine, Colorado Dental Association Journal, Matsco’s: Strategies For Success as well as numerous dental society newsletters. He is a moderator for Dentaltown on all forums related to the business side of dentistry and enjoys helping and educating doctors throughout the United States.