A FAILED ASSOCIATESHIP can cost the selling doctor tens of thousands of dollars in wasted salaries, redone dental work, lost patients, and other expenses. It can also cost an associate doctor years of wasted time in the wrong office.

This seminar will include the philosophical and mechanical steps required to achieve success in transitioning your practice. This seminar will save you many hours of time and frustration by answering questions for both the established selling doctor and the associate.

Established Doctor Benefits:
- Transitioning your practice at the right time can increase your retirement assets significantly
- It may be possible to fund a large majority of your sale proceeds into the tax-deferred environment
- You don't pay a high-priced broker to create a win/lose transaction
- You receive a lump sum for a portion of your practice
- Share the responsibility of practice management

Buying Doctor Benefits:
- You have the ability to purchase the practice with pre-tax dollars which significantly increases your cash flow as an owner
- Because of the transition methodology and assimilating future partners into the practice, you will likely never have to purchase the entire practice
- You are coming into an established business with systems and staff in place
- You have the ability to be mentored by an experienced doctor and increase your clinical productivity
- You have the ability to become more profitable and fully fund your pension plan years before you would have if you started your own practice

The team of professionals at Cain Watters, including experienced financial planners, and knowledgeable consultants who specialize in dental practice transitions, will be on hand to assist you and answer questions that may be unique to your own individual circumstance.

This seminar will answer questions for both the established selling doctor and the associate. Register today! Call 1.800.GO.BENCO

Dan Wicker is a partner at CAIN, WATTERS & ASSOCIATES, P.L.L.C. He has designed financial plans for hundreds health care professionals across the country that help each client take advantage of their earning power. He received his Bachelor of Science in Business Administration in Accounting from Kansas State University. A Certified Public Accountant, Dan has been lecturing for years now on a national level to various dental societies, study clubs, and state and national dental associations.

Through Benco Dental, you have a partner who understands the dynamics of a dental practice and the challenges it faces. Cain, Watters & Associates, P.L.L.C. is a comprehensive, fee-only financial planning firm serving clients nationally in the dental community since 1984. Their methodology, of working with clients from the beginning of their financial career through their retirement and estate planning, sets Cain Watters apart from the typical financial planning firm.
Adding an associate into your practice can be a highly successful move for both parties or one of the most financially devastating events in your career.

It is common knowledge that associate arrangements rarely result in the associate purchasing the practice, even though the original idea was to get acquainted so the associate could purchase the owner out or buy into the practice.

Yet failures occur. Associateships are inadequately assembled; desired outcomes are poorly planned and accounted for; and, there is either no contract in place at all or, at the very least, a crudely written contract with no protections for the host doctor's practice value or the associate's career advancement options or rights.

Associateships can actually be very advantageous for all parties... but only when appropriately planned, structured and the doctors are properly protected. Don't make the same mistake that has cost some dental professionals hundreds of thousands of dollars. Let the professionals at Cain Watters help make your practice transition a lucrative and rewarding experience. Sign up this seminar today!

METHODOLOGY THAT WORKS

With over 25 years of experience in transitioning hundreds of dental practices of all specialties into multi-doctor offices, the professionals at Cain Watters and Associates, P.L.L.C. have perfected a step-by-step system that significantly increases the probability of creating a successful partnership, is fair and equitable to both parties, and provides significant tax advantages for both the buyer and seller.