



Dr. Eckler • Dr. Black • Dr. Leung • Dr. Dhingra
— ORTHODONTISTS —
"SmileSolutions"

The 'Smile Solutions' Orthodontic Team
invites you to attend a **COMPLIMENTARY SEMINAR**

INCREASING PRACTICE REVENUES & PRACTICE VALUE OPTIMIZATION

The 10-Year Game Plan: Prepare Your Practice to Get More of What You Want When You Sell!
By Jennifer Blair - **Transition Consultant & Sales Representative**

With prior roles serving dental professionals at both a major bank as well as a leading dental equipment supplier, Jennifer Blair joined Tier Three in 2008 as a Partner and Sales Representative. She managed the appraisal team for 8 years, providing her with extensive knowledge on what practices are worth and what specific factors contribute to value in a dental practice. She frequently takes part in speaking engagements to dentists and other industry leaders on such topics, and loves helping her dental clients put this knowledge to use in maximizing their value and planning for a successful transition. With a project management background, she is with you every step of the way from initial discussions, to practice valuations, to eventual sales and transitions.

Selling your practice with no advance preparation has a negative effect on the valuation, and eventual price, you will get for this asset you have worked so hard to build. Simple mistakes end up costing hundreds of thousands of dollars, and there are things you can be doing today to raise the attractiveness and ultimate selling price. ***This seminar will help you understand*** the key drivers of practice value; the importance of administrative elements such as premises leasing and staff and associate contracts on the sale of your practice; how to pick the right buyer for your practice, whether that is a corporate owner or a single dentist; provision of guidelines on those other issues which you may not know you have, that will impact the sale of your practice.

Don't miss this 2 hour seminar by Jennifer Blair with **Tier Three Brokerage**
brought to you by Smile Solutions & Henry Schein Canada



DATE: Tuesday, November 14th, 2023
TIME: 9:30am coffee, tea
10:00am seminar followed by question period
12:00 noon light lunch
COST: Complimentary
LOCATION: **Henry Schein Canada 221 Jacob Keffer Pkwy, Concord**

This lecture is 2 hours CE, Core 3. Henry Schein is an approved RCDSO CE sponsor.

RSVP only by EMAIL: lesa@smilenow.com - NOT BY TELEPHONE PLEASE

Special thanks to Henry Schein for hosting our CE Seminar.

Dr. Mark Eckler,
D.D.S., Dip.Ortho, M.S.D.

Dr. Shane Black,
D.D.S., Dip.Ortho, F.R.C.D.(C.)

Dr. Derek Leung,
D.D.S., M.S.D., F.R.C.D.(C.)

Dr. Sunny Dhingra,
D.D.S., Dip.Ortho, F.R.C.D.(C.)

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RSVP FOR CE SEMINAR:

Increasing Practice Revenues & Practice Value Optimization
On Tuesday, November 14th, 2023:

LOCATION: Henry Schein Canada 221 Jacob Keffer Pkwy, Concord

Please RSVP before November 6th only by email to lesa@smilenow.com
NOT BY TELEPHONE PLEASE.

Please provide us with complete information:

Name of Dentist(s) Attending: _____

Names of Team Members Attending: *(Please let us know which dentist you work with if the dentist is not attending)*

Total # of people attending = _____ Office Address: _____

suite# _____ Postal Code _____ Phone Number: _____

In lieu of a registration fee, your donations can be made directly to the Smile Solutions
Orthodontists' Fund for the **Hospital for Sick Children** by visiting: www.smilenow.com and
clicking the Sick Kids Hospital icon.



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