



10 ESSENTIALS FOR A SUCCESSFUL PRACTICE BUY-IN

1. A comprehensive practice appraisal within a reasonable time of the associate's start date.
2. A thorough plan regarding the buy-in, including the beginning, middle and end of the buy-in relationship.
3. A wide spread associate search.
4. A background investigation of associate candidates.
5. A candid discussion between the parties regarding their respective expectations.
6. A well drafted employment agreement, including buy-in specifications.
7. A practice facility that can accommodate multiple dentists.
8. An adequate patient flow that can accommodate multiple dentists.
9. A well thought out post-buy-in exit strategy regarding a principal's death, disability, retirement, dissolution and third party sale.
10. A willingness for all parties to change.