

BREAK EVEN ON THE ASSOCIATE

Monthly Direct/Fixed Costs:

Associate compensation	\$7,500
Full-time assistant	\$2,000
Capital investments	\$1,500
Monthly costs	\$11,000

Divided by (1-.30) current direct cost of 30% (supplies 6% , labs 7%, office supplies 2%, utilities, additional staff 15%) = **\$15,714** monthly or **\$188,571** annually

Direct costs—current staff cost, supplies, lab, office expenses, and misc.



DEVELOP A PROVEN TRANSITION TEAM

- Personal Financial Plan
 - Complete understanding of your personal finances
 - Pension planning to minimize the tax from the transition
- Practice Management consultant
 - Help assist the team on communication in the office
 - Potential marketing changes to help the practice grow
- Dental specific attorney
 - Legal agreements that address death, disability, disagreement and disparity in collections by doctor (retirement)
- Dental CPA that has handled thousands of transactions to guide you through a very complex tax event
- Dental transition consultant to guide you through this process

