



FROM ACQUISITION TO EXPANSION: MASTERING THE JOURNEY OF DENTAL PRACTICE OWNERSHIP

PRESENTED BY: DENTAL COACH USA

8AM-2PM

**Continental Breakfast
and Lunch Provided
DOORS OPEN AT 7:30**

SPEAKERS:

- Bob Affleck
- James DeLuca
- Dr. Doug Disraeli, DDS



VENUE: PATTERSON EDUCATIONAL CENTER
4030 SORRENTO VALLEY BLVD, SAN DIEGO, CA 92121

AGENDA:

8:00am - 9:30am: The Dental Practice Buyers Guide
SPEAKER: BOB AFFLECK

TOPICS:

- Navigating the 8 Steps to Practice Ownership
- Creating Your Foundation (Mission, Vision, Values)
- How to Do It Right the First Time

9:45am - 11:15am: Practice Due Diligence, transitions, & Maximizing Profitability
SPEAKER: JAMES DELUCA

TOPICS:

- Finding Growth Opportunities and Creating a Budget
- Comprehensive Plan of Action from Due Diligence Findings
- Optimizing Systems for Max Profitability

11:15am - 12:15pm: Lunch Break | 12:30pm - 2:00pm: Untangling the Business of Dentistry
SPEAKER: DR. DOUG DISRAELI, DDS

TOPICS:

- Ensuring Long-term Team Member Satisfaction
- Efficiently Handling a Myriad of Scheduler Questions
- Avoiding Common Trial-and-Error Mistakes

JUN 15TH, 2024

Registration link is:
<https://wkf.ms/3vUpuYF>





Join us for an intensive half-day seminar designed specifically for dental practitioners poised to embark on or progress on their journey of dental practice ownership. This event features a lineup of seasoned professionals who will share their experiences, strategies, and insights into establishing, expanding, and optimizing your dental practice.

Whether you're in the initial stages of acquiring a dental practice or looking to expand and refine your existing operations, our speakers will provide valuable knowledge to help you navigate the complexities of practice ownership. Engage in meaningful discussions, network with fellow dental professionals, and gain the tools necessary for a successful dental practice.

REGISTER NOW!

FOR MORE INFORMATION, CONTACT :
jayden@dentalcoachusa.com

**We look forward to guiding you
through acquisition and growth. See you there!**



BOB AFFLECK

Bob Affleck brings an unparalleled 34 years of expertise to the dental industry, specializing in practice finance, brokerage, transitions, and management coaching. His leadership in co-founding Dental Coach USA has notably advanced the practice buying process for young dentists nationwide.

A revered figure, Bob's deep experience makes him a sought-after keynote speaker at premier events all over the country. His commitment to professional development in dentistry is evident in his significant contributions to the field.



JAMES DELUCA

James DeLuca is a leading dental industry expert with a track record of enhancing performance and profitability across various roles. From Aspen Dental to North American Dental Group, he's significantly increased revenues and patient conversion rates. Founding Spartan Leadership Group, he innovated leadership training. His strategic prowess was further applied at Oryx Dental Software and Next Level Practice, establishing him as a sought-after coach. At Dental Coach USA, DeLuca's coaching has notably boosted dental practices' collections by an average of \$300K in a year, demonstrating his exceptional impact on practice management and operations.



DR. DOUG DISRAELI ,DDS

A medical professional by trade, and a storyteller at heart, Dr. Doug Disraeli, DDS, has deep roots in dentistry. The son and grandson of dentists, Dr. Disraeli grew up in San Diego and graduated dental school from the University of Southern California in 1982. From there Dr. Disraeli began combining dentistry with good, old-fashioned kindness and respect for his patients and peers, curating his own collection of career golden nuggets that paved the way to a successful, lucrative practice. Now, after thirty-plus years as a dentist, Dr. Disraeli shares his wealth of knowledge, so that new dentists may get a head start on their own successful careers. Married to his wife, Mindy since 1984, Dr. Disraeli has three grown sons (none of which are dentists) and enjoys hiking, sailing, and traveling with his family.

THANK YOU TO: 
**PATTERSON
DENTAL**

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