



Your advocate and partner for success

# Practice Evaluations

MaK Concepts, Inc.  
Changing tomorrow, today.  
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**Teri McAviney**  
*FOUNDER & CEO*

MaK Concepts, Inc. Founder/CEO, Teri McAviney is a straightforward Practice Management Consultant and Transition Expert with over 35 years of experience in the dental industry.

Her practical, effective and proven approach to refining dental practices includes comprehensive evaluations, followed by thorough coaching designed to meet individual goals and needs. As a true expert in Transition Coaching, Teri has guided hundreds of practices through the complicated process of buying, selling, and establishing the practice of their dreams.

Teri's credibility and experience is rooted from practical in-office roles, on a clinical and management level, in addition to consulting with a large national dental marketing company, dental software sales, insurance service company and two well-respected consulting companies. Teri is also known for customized plans and terms based on the individual practice needs. She feels, there is not a one-size fits all plan or term, since each practice is unique. MaK Concepts prides its decade of success on creating and developing a true personal relationship with their clients and teams.

# Practice Evaluations



Practice Evaluations are essentially the first step to establishing a plan or action, whether it's due diligence for doctors buying a practice, or doctors that want an opinion on the condition of their practice for selling or enhancing their business. A Practice Evaluation points out the strengths and weaknesses of individual practices, and a subsequent plan is then tailored to determine condition and opportunity through a comprehensive report and consultation.

## Core Services

- Production and Collection Trends
- Practice Statistics and Patient Count Audit
- Insurance Plan Review
- Accounts Receivables and Credit Balances
- Chart Review Guidance
- Consents and Acknowledgments
- Procedure Review
- Provider Productivity
- Hygiene Productivity
- Marketing Analysis Opinion
- Financial Arrangements
- Scheduling
- Insurance Aging and Processing
- Team Profile
- Overhead Review
- Competitive Fee Analysis
- And more.....