



Your advocate and partner for success

Transition Coaching

MaK Concepts, Inc.
Changing tomorrow, today.
760.975.8770



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.

Transition Coaching



Transition Coaching is designed for doctors who are embarking on first-time ownership or those that want a professional to guide the transition. This process is critical in designing the necessary foundation to establishing a practice that will grow to its full potential. A hands-on approach by MaK Concepts ensures patient retention, system improvements, and measurements for growth are established.

Core Services

- Vision and Planning
- Pre-Closing Business Checklist and Set up
- Purchase Agreement Adherence
- Accounts Receivables Transparency
- Trust Transfer steps from Seller to Buyer
- Support Team Engagement
- Budget for New Ownership
- Goal Setting
- Transition Letters and Endorsements
- Transition Protocol
- Patient Retention Steps
- Embezzlement Safeguards
- Insurance Review and Contract Opinion
- Systems Implementation and Structure
- And more.....