How to Build a Dental Practice

Strategic Success. Delivered.

That Runs Without You

www.dentalwealthbuilder.com

The Gap Between Two Numbers

Ask an owner what the practice is worth. The number assumes they're still standing behind the chair.

Ask a buyer the same question, and the answer looks quite different.

A buyer values the practice as it would run the day after the current owner leaves for good.

Where Owner Dependency Still Hides

Reception

Routes every slightly unusual question straight back to the owner.

Clinical Decisions

Every complex treatment plan still needs the owner's personal sign-off.

Financial Oversight

Only the owner really understands the numbers.

What Your EBITDA Is Actually Telling You

A replacement associate would typically cost about 50% of the clinical fees they generate.

Most established practices value between 4x and 7x normalised EBITDA.

Worked example: £160,000 normalised EBITDA at a 6x multiple ≈ £960,000.

An Illustrative Example, Not a Forecast

A £50,000 annual profit improvement, sustained 3 years, accumulates to £150,000 in operating profit.

The same improvement, at an illustrative 7x multiple, suggests a further ≈£350,000 in potential exit value.

Combined, purely as an illustration: a potential £500,000 benefit.

This excludes tax, transaction costs and buyer-specific adjustments.

A practice sells for what it's worth without you.

Not what it's worth with you working every hour.

Where to Start

1. ## Pick the one decision

   The one that currently routes back to you most often.

2. ## Build and test a documented process

   For handling it without your direct involvement.

3. ## Review your normalised EBITDA honestly

   Not just the headline number your accountant produces.

See Where Your Practice Actually Stands

If you would like a clearer picture of where your practice stands, get in touch with DWB.

Get in Touch with DWB

form.typeform.com/to/F6EAE2AU

dwb

Strategic Success. Delivered.