Selling Your Dental Practice to a Corporate or DSO

What You Need to Know Before That First Email Lands

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What a Corporate Buyer Is Actually Looking For

- A practice that runs without the owner standing behind it
- Consistent, transferable case acceptance across the whole team
- Systems and numbers that hold up under due diligence
- Bench strength, not just one brilliant principal

How the Valuation Actually Works

Corporate and DSO buyers value your practice on normalised EBITDA, not turnover.
Most owner dentists don't treat their own clinical work as a cost on the P&L, so buyers
adjust for that, usually deducting around 50% of your own fees as the cost of replacing you.

Source: EBITDA.pdf

The Typical Valuation Range

4x – 7x

Normalised EBITDA, not turnover. Stronger, more transferable practices command the premium end of that range.

Source: EBITDA.pdf

The Owner-Dependency Problem

A brilliant principal with no bench strength is a bigger risk to a buyer than a solid, consistent team. Buyers discount hard for anything that looks fragile once the current owner leaves the building.

What Corporate Due Diligence Checks

- Whether case acceptance depends on one clinician or holds across the team
- Whether the systems and numbers were built to be reviewed, not just to work
- Whether the practice's performance is repeatable without the current owner

The Two to Three Years Before That First Email Land Determine the Outcome

Let's Talk About Where Your Practice Stands

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