Your Complete Checklist to Selling a Dental Practice

The valuation, purchase agreement, and transition steps to know before you sell a dental or medical practice.

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Selling a practice can be an exciting yet stressful process. Planning well ahead, understanding your options, and working from a thorough, well drafted purchase agreement all help minimize risk as you move into the next chapter. This checklist walks through what to consider at each stage of a practice sale.

PART 01

Plan Well Ahead

Planning well ahead of a sale helps minimize risks as you start the next chapter of your life.

- ☐ Understand why dental practice ownership is important to the value you have built
- ☐ Start thinking through practice valuations before you plan to list
- ☐ Consider things to think about before you sell your practice and retire
- ☐ Decide whether to sell the commercial property along with the practice
- ☐ Assemble the advising team who will guide the sale

SCHEDULE YOUR COMPLIMENTARY CONSULTATION

Planning an Exit?

The earlier we are involved, the more options you have. Let's map out your timeline and goals.

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PART 02

Choose Your Path to Sale

- ☐ Decide whether to sell to a private practice or to a DSO or MSO
- ☐ Learn what a DSO or MSO is and how the process differs from a private sale
- ☐ Review what dental practices DSOs value the most
- ☐ Consider the things to look at when selling a practice to a DSO
- ☐ Learn how to value the practice before entering negotiations

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PART 03

Negotiate the Purchase Agreement

A well drafted purchase agreement focuses on the issues that really matter and can impact you legally or financially.

- ☐ Develop a thorough, well drafted purchase agreement

- [ ] Address potential issues no matter which side of the sale you are on
- [ ] Lay out the terms of purchase to prevent problems before they occur
- [ ] Understand the difference between an asset sale and a stock sale
- [ ] Review what contingencies are important in a dental practice sale
- [ ] Understand non-competition versus non-solicitation provisions

SCHEDULE YOUR COMPLIMENTARY CONSULTATION

Reviewing an Offer?

Before you sign a letter of intent, have a dental specific attorney review the terms with you.

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PART 04

Stay Compliant Throughout the Sale

- [ ] Learn how to stay compliant when selling a practice
- [ ] Understand what is indemnification and how it applies to the sale
- [ ] Address any outstanding disputes with the previous owner before marketing the practice
- [ ] Confirm how contractual disputes would be handled if they arise
- [ ] Always memorialize business agreements in writing throughout the process

PART 05

Communicate the Transition

- [ ] Plan how to communicate dental practice transitions to the team and to patients
- [ ] Follow the tips to successfully transition team members after a practice sale
- [ ] Coordinate timing so the announcement supports a smooth handoff
- [ ] Prepare the team for questions patients are likely to ask

PART 06

Close and Move Forward

- [ ] Confirm all contingencies in the purchase agreement have been satisfied
- [ ] Finalize the transfer of practice contracts to the buyer
- [ ] Complete any remaining corporate formation or entity matters tied to the sale
- [ ] Revisit estate planning in light of the sale proceeds

- [ ] Schedule a post-closing check in to confirm every obligation was completed

Ready to Sell Your Practice?

Our dental and medical attorneys guide doctors through every step of a practice sale, from valuation to closing. Schedule a complimentary consultation to talk through your plans.

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This checklist is provided by Dental & Medical Counsel, P.C. for general informational purposes only and does not constitute legal, financial, or tax advice. Every transaction is different, so speak with a qualified dental attorney before making decisions about your specific practice sale.



About Ali Oromchian

Founding Attorney, Dental & Medical Counsel, P.C.

Ali Oromchian, JD, LL.M. is the founding attorney of Dental & Medical Counsel, P.C. and one of the nation's leading legal authorities on topics relevant to dentists, doctors, optometrists, and veterinarians. Since its creation, DMC has been regarded as one of the pre-eminent health care law firms devoted exclusively to healthcare professionals.

His clients seek his advice on dental and medical practice transitions, the creation of corporations and partnerships, associate contracts, estate planning, employment law matters, office leasing, and state board defense.

Ali is a frequent speaker on employment law, practice transitions, negotiation strategies, contracts, and estate planning throughout North America, having spoken for the American Dental Association, California Dental Association, Hawaii Dental Association, American Association of Orthodontics, California Society of Pediatric Dentistry, NVision, Vision Source, and countless other state and local dental, medical, and optometric societies.

He is a graduate of the University of California at Davis, where he received a Bachelor of Arts with Honors in Political Science and Rhetoric and Communications, and of the University of California, Davis School of Law, where he received his Juris Doctor. He went on to earn an LL.M. with Honors from The George Washington University Law School. Ali is a member of the California Bar and the Bar of the District of Columbia.