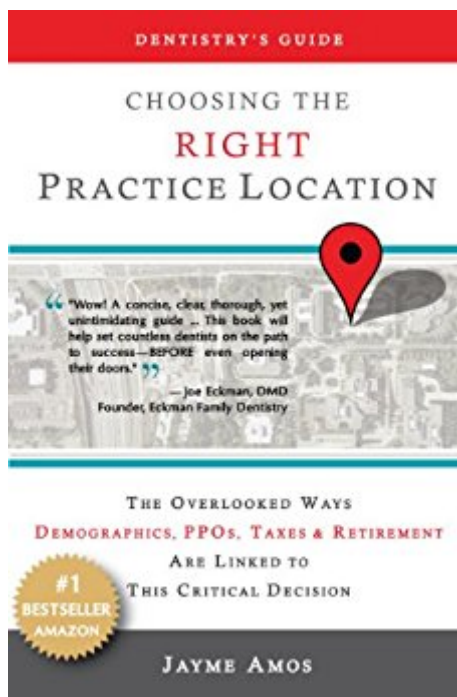


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# Choosing The Right Practice Location: The Overlooked Ways Demographics, PPOs, Taxes & Retirement Are Linked To This Critical Decision



## Synopsis

Your defining moment as the owner of a new practice is closer than ever, and your opening day is an experience most dentists never forget. The majority of dentists, however, haven't been taught the hazards of opening a practice in the wrong location, and many languish simply because they're not in the right zip code. *Choosing the Right Practice Location: The Overlooked Ways Demographics, PPOs, Taxes & Retirement Are Linked to This Critical Decision* is your antidote to this scenario. Never before has a book focused on this crucial topic, giving the valuable guidance required to make a profitable, lifelong decision. Using the author's tested principles, you'll learn how to:

- Analyze thousands of demographic data points in less than 5 minutes
- Identify more than \$50,000 in located-related cost savings
- Attain large % of new patient growth over time
- Negotiate with landlords on your terms
- Retain an extra \$1,000,000 for retirement with one tax reality

In today's dental world weighed down by PPOs, declining profits, and a dramatically more competitive landscape, it's imperative to your long-term success that you choose the right location from the outset. Employing the proven tools in this book, you'll set your practice apart, transform the trajectory of your future, and provide for yourself and your family for years to come.

## Book Information

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## Customer Reviews

This is a book I wish I had my hands on this book before I started my practice 7 years ago. Most dentists have the aspiration of going solo from their dental school days. However, on reading this book, dentists would enter the business world with their eyes open. Topics such as PPOs , practice locations and taxes are far from a dental student's mind let alone retirement. There were many excerpts in this book that I learnt through trial and error- for those which I paid dearly. Jayme Amos has written this book in a concise and easy to read fashion that could help clear and clarify dental business situation for both the novice and the experienced. There are several important tools that I missed in my practice which I plan on incorporating since reading the book. This is a MUST READ book!

Unni Menon DDS

If you are thinking about opening a practice, READ THIS BOOK. It is GREAT. I really thought I knew what I was doing and thought I had all my points covered, but I was wrong. I missed some key information that this book laid out. It is a great read and each chapter makes you think. Easy to apply to your own real life situation. Don't start a practice without reading this or you will regret it!

If you have no idea where to start this might be helpful. Most of the points are common sense. While there are few nuggets that are useful there are many that are not included or considered. This will give you some things to think about but do not consider it even close to an all inclusive guide to figuring your location strategy.

This book gives you a lot to consider when making the most important decision of your professional career. It is very interesting and eye-opening. I encourage every dentist who is thinking of changing locations to consider the information in this book. Jayme obviously has done his homework and is able to share lots of insight that only comes from being on the ground and seeing how the factors affect the success of a practice. Keep on writing and we will keep on reading!

While this book is really geared to the new practitioner's finding the right location for a new practice, it also provides a wealth of information for relocating an existing practice. I particularly liked the

parts about demographics of the area you want to move or start your practice, leases and potential pitfalls, and signage and how to create the most effective sign. I highly recommend the author's expertise in this field.

Brings back the memories of going on continuing education trips at great expenses only to find out that the course is a vehicle for the sponsors to sell other products. Now i am curious about all the people that gave 5 stars.

Jayme Amos's book was an eye-opener! I am a new dentist and plan on opening a practice in the very near future. Like many new dentists, the idea of opening a practice is daunting with all the unforeseen issues that may arise (not to mention the added indebtedness). This book presents practical advice to effectively prepare for and manage these issues. I cannot wait to begin my practice and to work with Jayme. I will definitely refer back to this book.

Terrible waste of money. Common sense (which is free) will serve you better. For \$67 of your hard-earned dollars, the author grapples to fill the measly 97 pages with "insight" he promises the reader over and over that he "needs." I need my \$67 back.

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