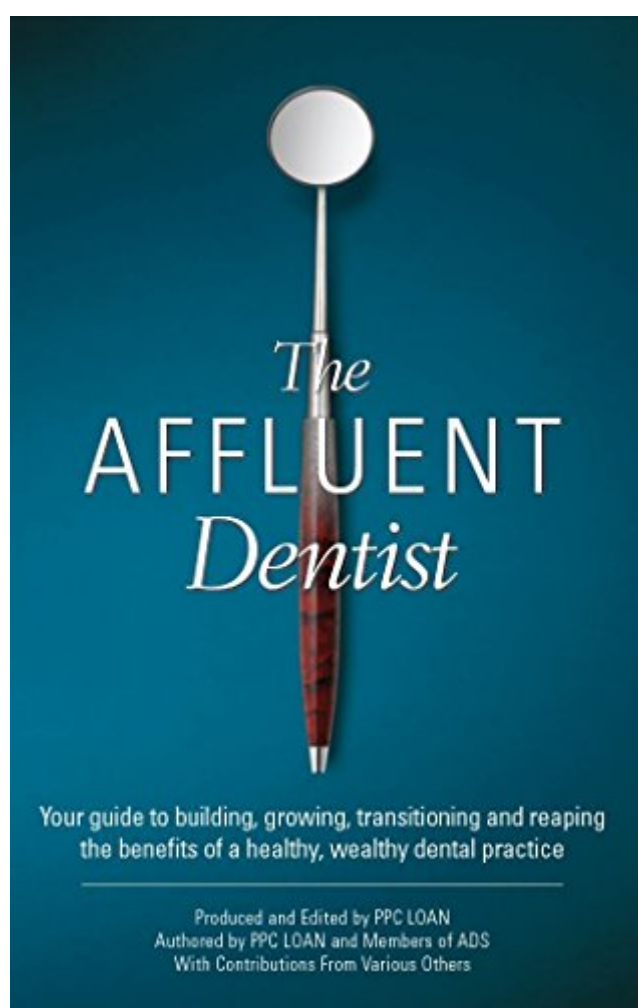


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The Affluent Dentist: Your Guide To Building, Growing, Transitioning And Reaping The Benefits Of A Healthy, Wealthy Dental Practice



Synopsis

Plan well, know the fundamentals, manage intelligently, and enjoy the rewards. Dental practitioners entering the field of dentistry, as well as those who have many years of experience invested in their own practice, finally have one source for practical, expert advice about the business side of dentistry. A collaborative effort with K.M. Mac • Winston and members of American Dental Sales (ADS) has resulted in *The Affluent Dentist* a one-of-a-kind guide covering all facets of successfully owning, operating, selling and retiring from a dental practice. As president and chief lending officer of PPC LOAN, one of the nation's leading sources of conventional dental practice financing, Winston has over 29 years of banking experience and has specialized in lending to dentists since 1992. The contributing members of ADS represent some of the most prominent and experienced dental practice brokers in the nation with decades of dental practice sales and consulting experience. Collectively, the authors of this book have firsthand knowledge of the value of a dental practice and its tremendous earning potential when managed and operated effectively. They share their years of experience and observations of what works when it comes to the acquisition and sale of a dental practice, the management of a dental business and its staff, and preparation for retirement from a career of dentistry.

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