Scenes from Sunday

- Handpieces on display at Medidenta (booth No. 916).
- From left: Nick Geremia, Todd Bianchi and Max Schulze of Straumann (booth No. 1024).
- Cherie Boles of Lares Research (booth No. 4401).
- Denise Manekas, left, and James Espinosa of Dentatus USA (booth No. 1714).
- From left: Ellen R. Guritzky, RDH, BS, MSJ, Danielle Walters and Marc Holsborg of Crosstex (booth No. 3311).
- From left: Nick Geremia, Todd Bianchi and Max Schulze of Straumann (booth No. 1024).
- Tanya Beck, left, and Richard Olff of RoYdent Dental Products (booth No. 3100).
- Brad Winter, left, and Erick Brito of Anutra Medical (booth No. 5611).
The PFM Reinvented

The tradition you trust, reengineered for superior results.

Obsidian® 4x
LITHIUM SILICATE CERAMIC
FUSED TO METAL

$116*
Obsidian® Fused to White Noble Alloy

Material Strength
Traditional PFMs

Traditional PFM crowns can crack or chip over time. However, Obsidian® lithium silicate ceramic takes over four times the force to fracture compared to the force necessary to fracture conventional feldspathic porcelains.*

GNYDM Presentation Schedule with Justin Chi, DDS, CDT

Sunday, 11/26  Presentation  
10:30 a.m. .......... glidewell.io In-Office Solution
11:30 a.m. .......... Materials for Modern Dentistry
2:00 p.m. .......... PFM Re-engineered
3:00 p.m. .......... glidewell.io In-Office Solution

Monday, 11/27  Presentation  
10:30 a.m. .......... glidewell.io In-Office Solution
11:30 a.m. .......... Materials for Modern Dentistry
1:30 p.m. .......... PFM Re-engineered
2:30 p.m. .......... glidewell.io In-Office Solution

NOTE: Times listed will be promoted and additional presentations can be added based on booth traffic.

Tuesday, 11/28  Presentation  
10:00 a.m. .......... Materials for Modern Dentistry
11:00 a.m. .......... glidewell.io In-Office Solution
1:00 p.m. .......... PFM Re-engineered

Wednesday, 11/29  Presentation  
10:00 a.m. .......... glidewell.io In-Office Solution
11:00 a.m. .......... Materials for Modern Dentistry
1:00 p.m. - 4:00 p.m. .... Science Meets Real-World Dentistry: Innovations for Increased Patient Satisfaction

Visit us at booth #5001

*Price does not include shipping or applicable taxes, and is flat rate per unit.
*Data provided by the Glidewell Laboratories Research & Development department, 18651 Von Karman Ave., Irvine, CA 92612

For more information
glidewelldental.com  888-786-2177
Sebastian A. Johansson of 3Disc (booth No. 416).

Robin Gathman of Planmeca (booth No. 5425).

Donna Long of Medicom (booth No. 4028).

Company reps share product information with meeting attendees Sunday afternoon at DenMat (booth No. 4127).

The Austin Powers impersonator, left, and Samantha Payton of ProSites (booth No. 1116) show off a big box of money they are giving away.

The Henry Schein Dental booth (No. 4225).

Bob Giantonio of Aseptico (booth No. 3627).

Juan Mercado, left, and Lenny Sulkis of Shofu Dental Corp. (booth No. 4408).

From left: Ron Simerson, Joe Gober and Andrew Rose of J. Morita (booth No. 4615).
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JOIN US | for live demonstrations at Planmeca Booth #5425
Meeting attendees gather for a live patient demonstration on the exhibit hall floor Sunday morning.

Aaron DeCorte of JAZZ Imaging (booth No. 4522).

From left: Jordan Mittler, Jillian Deo and Elana Lavine of Implant Direct International (booth No. 3524).

Brian Shea of Prophy Magic (booth No. 1208).

From left: Payam Kasai, Tal Weiss and Zach Reubel of MIS Implants Technologies (booth No. 5218).

Mark Nisson of Argen Refining (booth No. 737).

Meeting attendees visit with sales reps at Microcopy (booth No. 1106).

Joe Malik, left, and Chris Krulik of SciCan (booth No. 609).

Dr. Mike Egan speaks to meeting attendees Sunday morning at the Fotona booth (No. 3433).
The delayed buy-outs give both buyer and seller the advantage of a more solid deal with fewer unknowns than with a direct sale or a partnership agreement.

Once a dental practice has reached a degree of maturity, the decision to sell and the methods used in selling the practice may be among the most important business decisions being made by the practitioner. Proper timing, adequate preparation of the practice for sale, and choosing the optimal method of sale are the key variables determining a successful sale.

Methods for selling a practice have become increasingly sophisticated in recent years—with a variety of provisions now being built into agreements to protect the interests of all parties involved. In this article, one increasingly popular method of sale will be discussed: delayed buy-out.

First, a definition: A delayed buy-out is a contract to purchase a dental practice with the closing to take place at a definitive time in the future. The closing usually occurs no longer than two years after the agreement the price is established at the time of contract.

Substantial contract money is held in escrow by the seller’s attorney and additional money is payable on closing of the contract the closing should occur after the transition period. The buyer is not an owner yet, nor is he a partner. The seller maintains control until the closing and the buyer’s status is in transition. The delayed buy-out gives both buyer and seller the advantage of a more solid deal with fewer unknowns than with a direct sale or a partnership agreement. Furthermore, there is a maximum transfer of patients to the purchaser. Because of the well-structured and organized nature of the transfer agreement, this near guarantee of maximum patient transfer is discernable at the outset.

By: Alan Clemens

Naturally, structuring a deal this way through a delayed buy-out improves the terms of sale for the seller while protecting the future interest of the buyer. There also is greater opportunity for the two practitioners to share information in an optimal, protected environment. So far, this sounds like a win-win situation for all parties involved. In many ways it is, but there are serious pitfalls that could present themselves. These potential problems must be considered. If any pose a real threat to either the buyer or seller, means of dealing with them must be written in the agreement. Many of these pitfalls are unique to the delayed buy-out and are relatively new problems to be faced.

The major potential problems tend to crop up between the time of contract and the closing of the practice sale. However, with proper guidance, the peace-of-mind and profitability in successfully executing a delayed buy-out are well worth the effort required. Dealing with the possible pitfalls usually is a matter of competent legal and dental-management advice in structuring the written agreement.

One key guideline is that the practice must be substantially the same as at the time of contract. Otherwise, reduction of the price or otherwise changing the terms will be necessary, as delineated in the agreement. If there is a substantial decline, there already must be a clause allowing a right to rescind the contract and return part or all of the escrow money. Depending on the circumstances, bear in mind that the seller is in control during the transition period.

These and other complications must be considered seriously and all provisions made in the written agreement. Competent guidance from advisers experienced in structured, delayed buy-outs is the key here.

A delayed buy-out is not something to be structured by an amateur. Its success lies in the people involved coming together to form an effective team. The most important goal in this process is the successful orchestration of the efforts of buyer, seller, broker, and various other professionals (dental consultant, accountants, and attorneys) who will be involved in the transaction. Such cooperation and mutual support will maximize the advantages to both buyer and seller.

This need for a straightforward approach on the part of all those involved may be one of the greatest advantages of the delayed buy-out—eliminating many of the causes of uncertainty and antagonisms that almost always develop in the course of traditional buy/sell negotiations.
Shahbaz Najam of DC Dental (booth No. 4600).

Anthony Trapani, left, and Sam Turner of Coltene (booth No. 4016).

Anthony Gianni of Meisinger USA (booth No. 3700).

Josh Kim, left, and Alena Zmushko of ContacEZ (booth No. 3424).

Daniel Parrilli, left, and Jason Kiser of Kettenbach USA (booth No. 3537).

Lennae Guzman, left, and Andy Klein of Glidewell Dental (booth No. 5001).

Jeff Price, left, and Aaron Srader of Flow Dental (booth No. 1110).

Dwight Blair, left, and James Babbi of Roland DGA (booth No. 723).

Anthony Trapani, left, and Sam Turner of Coltene (booth No. 4016).