

# PRACTICE TRANSITION – CREATING THE VALUE-OPTIMIZED PRACTICE

IN THIS PROGRAM, DESIGNED FOR DENTISTS AT EVERY CAREER STAGE, A DETAILED OVERVIEW OFFERS CURRENT APPROACHES TO DENTAL PRACTICE TRANSITIONS AND VALUE MANAGEMENT.

- Follow a step-by-step approach that doctors can use to fast-track their transition timeline and maximize benefits with astounding results.
- Learn why most transitional events such as associateships and buy-ins end up in failure.

This course is not just about an “exit strategy,” but a path to career fulfillment, profitability and lifestyle!



## MIKE ELSTER

has been in the dental industry specializing in the business of dentistry for over 20 years.

With his extensive knowledge of the industry, he has coached thousands of dentists on identifying and optimizing their practice growth, as well as opportunities for a successful, win-win transition.

Mike is the “initial diagnostician” on the Mercer Transitions team. He addresses initial inquiries about Mercer Transitions services, starting with a one-hour phone consultation. During this consultation, Mike will discover what the vision and goals of the practice owner are, determine if a practice transition is a fit, and if so, what that would look like for the specific needs of the doctor.

**Seminar:** Practice Transition – Creating the Value-Optimized Practice

**Date & Time:** Thursday, October 8, 2015  
6:00 p.m. – 8:00 p.m. EST

Friday, October 9, 2015  
12:00 p.m. – 2:00 p.m. EST

For more details and how to access live Webinar please go to:  
<https://www.pattersondental.com/PattersonEvents/>

Event Title:  
Practice Transition-Creating the Value Optimized Practice

**Speaker:** Mike Elster  
(National Manager, New Business Development for Mercer Transitions – Patterson Dental)

**Location:** These will be Webinars with no pre-registration required

**Fee:** Free

