

NEW

★ BREAKFAST ★
& LEARN

1

TIME | 8:00am TO 8:45am
THEATRE | 5
CATEGORY | CATEGORY 3
1 CE Credit

ABELDent
Grow and Protect Your Practice

How to Boost Success at Every Stage of Your Practice

All dental professionals are invited to join us for this seminar and take away ideas that can help your practice thrive. We will discuss ways that ABELDent can equip you to grow and protect your practice and help it prosper at any stage. You'll discover exciting new services, powerful integrations and comprehensive features available in the cloud and local solutions offered by Canada's leader in dental practice management software.

SPEAKER: Kel McKay, Dir. of Human Resources & Training Services, ABELSoft Inc.

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TIME | 8:00am TO 8:45am
THEATRE | 6
CATEGORY | CATEGORY 3
1 CE Credit

 **Wealth Management**

Wealth Planning for the Dental Professionals

Structuring your practice: Should I hold the assets personally, corporately or set up a trust?

- preparing your practice for sale
- tax efficiencies for ongoing cash flows
- investing 101: Designed for investable assets \$1 million to \$20+ million

Our speakers have ~20 years of experience in tax planning, corporate sale transactions and investments.

**SPEAKERS: Mark Skeggs, RBC Wealth Management, Vice President, Business Owner Specialist
Mark Allen, RBC Wealth Management, Vice President & Portfolio Manager**

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3

TIME | 8:00am TO 8:45am
THEATRE | 9
CATEGORY | CATEGORY 3
1 CE Credit

ASSOCIATES ON DEMAND
successfully pairing dental professionals

Your Next Associate: The Why, How, and When of Hiring the Best for Your Practice

Associates on Demand will take you through the benefits of having an associate and the best hiring strategies for finding and retaining an associate. We will discuss how it can affect your business when you do not hire an associate (lost earnings, lost appointments etc) and best practices for associate agreements.

SPEAKER: Kimberly Pacula, Associates on Demand

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TIME | 8:00am TO 8:45am
THEATRE | 10
CATEGORY | CATEGORY 3
1 CE Credit

 **ROI CORPORATION**
BROKERAGE / COURTAGE

The Top 5 Value Drivers of an Established Practice – and Why Many Owners Sell for Less Than They Could

Landlords – why they are problematic at time of sale and how to prevent a decline in practice value

Associates & Employees – how contracts with them add value to your practice

Practice Metrics – what the bank needs to know to supply 100% financing to the purchaser and why some banks decline to finance buyers in the present marketplace

Social Media – how purchasers perceive your practice, and why most owners have a lackluster social media presence that lowers sale price

The Corporate Culture – why a rapidly accelerating retirement rate will impact every dental practice in Canada

SPEAKER: Timothy A. Brown, CEO and Broker of Record