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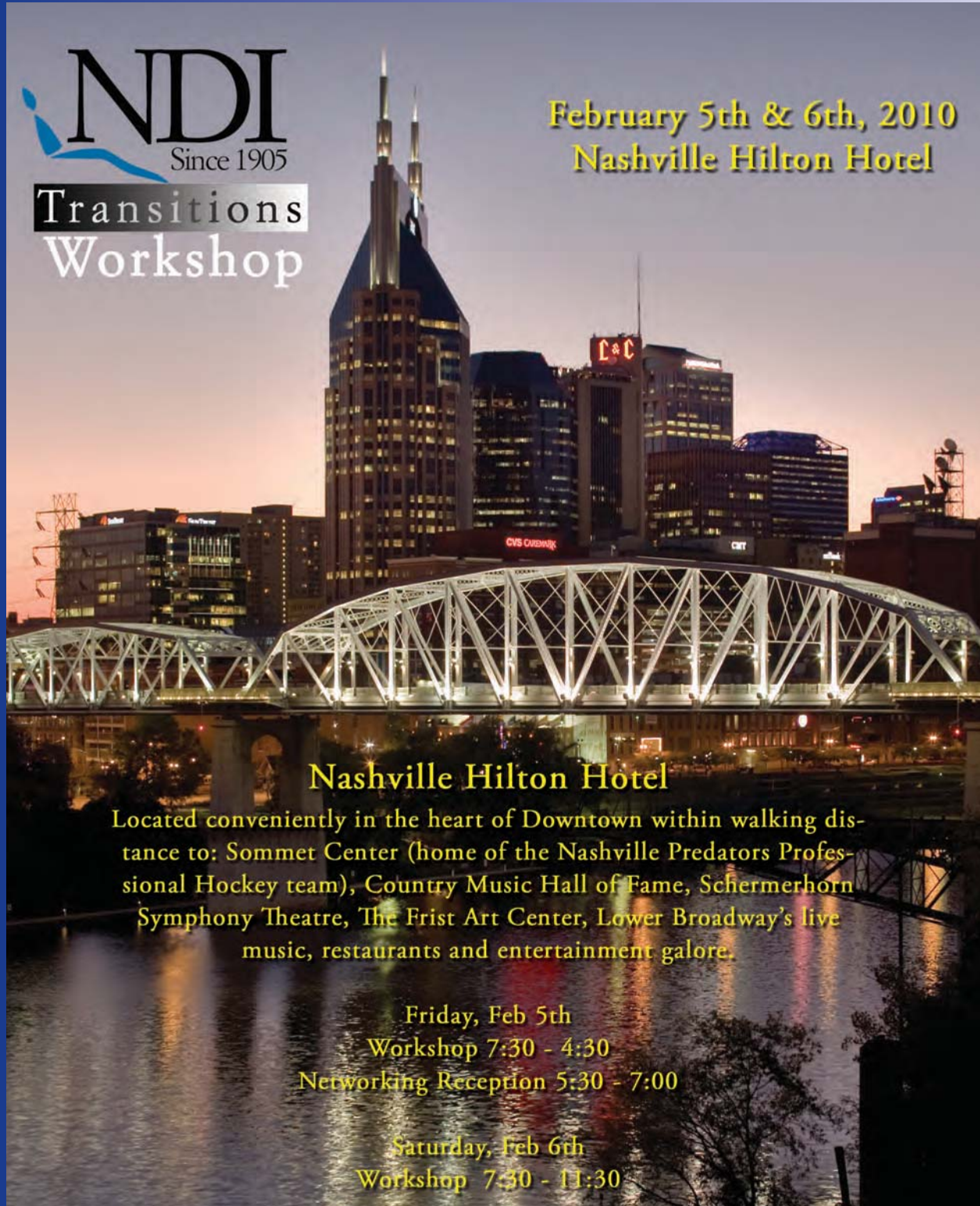
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**Transitions  
Workshop**

**February 5th & 6th, 2010  
Nashville Hilton Hotel**



## Nashville Hilton Hotel

Located conveniently in the heart of Downtown within walking distance to: Sommet Center (home of the Nashville Predators Professional Hockey team), Country Music Hall of Fame, Schermerhorn Symphony Theatre, The Frist Art Center, Lower Broadway's live music, restaurants and entertainment galore.

**Friday, Feb 5th**

**Workshop 7:30 - 4:30**

**Networking Reception 5:30 - 7:00**

**Saturday, Feb 6th**

**Workshop 7:30 - 11:30**

# Transition Planning - What's The Big Deal?

*"I have plenty of things to worry about in my practice right now. I'm working through a sluggish economy, my staff is not getting along and my production is down. I don't have the time to think about the next transition. I'm focused on NOW!"*

This thought process is common and valid. Today's working environment is very important and your focus should be primarily on what's happening now and how to handle today's problems. However, if your strategy in fixing today's problem is not grounded in a larger strategy, then today's solutions may make tomorrow's challenges even greater.

Nashville Dental has developed a Transitions Division for this very reason. We are privileged to service some of the finest clinicians, people and friends in dentistry. Each of our customers has both unique and similar challenges along the path of their career. Over our 104 year existence, one realization stands out - *Practices that visualize their future success today are much better at developing the strategies to get there quicker with fewer headaches.* That's why understanding the upcoming transitions in your practice allows you to develop appropriate strategies to deal with your current challenges.

## Insurance:

We all buy insurance in order to plan ahead for future unforeseen events. Health insurance protects our estates from the costs of treatment for a major illness. Life insurance protects our family or loved ones from financial collapse in the event of our unforeseen death and loss of income. Developing your transition strategy now is insurance to protect your family and staff from the sale of your

practice and loss of income in the event of your unforeseen departure from the practice. If you were to come down with a major illness or were killed in an accident, it may be too late to get your practice in shape to attract a buyer and get the kind of price you would need to take care of your family.

## Rewarding a lifetime of work:

Every dentist that invests a lifetime in building a practice should be able to receive some financial reward from the sale of the practice. However, many offices, due to lack of planning, find their practice to be worth very little at the time of retirement. Due to aging equipment, aging patient base, low fees and other factors, these practices often continue to operate in the comfort of their routine and fail to develop the practice to maintain relevance and marketability in today's dental market.

Change is often difficult, but it is a consistent part of life. Change that brings about improvements, resulting in a healthier, stronger practice, should always be embraced. Not all change works this way. That's why it is critical to constantly evaluate the dental market and how it contrasts to your own practice. Evaluating our weaknesses in light of the goals we hope to achieve will give us better direction to enact the kind of positive change that brings about the rewards deserved for years of hard work.

As you begin to develop your transition plans for your practice, it is often helpful to employ the services of a professional transitions firm to help you develop a comprehensive plan. Once the plan is in place, Nashville

*"Practices that visualize their future success today are much better at developing the strategies to get there quicker with less headaches."*

Dental can help you monitor the practice in light of your plan and help you to stay on track.

NDI Transitions is dedicated to helping our customers locate and employ the tools to put together effective transition strategies. Part of our effort to assist in this will be our first Transitions Workshop (Feb 5-6, 2010) which will be held in Nashville at the beautiful downtown Hilton hotel. We have also developed a list of PSP's (Preferred Service Providers). We have researched and interviewed these companies and feel confident in their professionalism and character. We have asked several of these PSP's, that service the regions Nashville Dental covers, to be at the workshop. These companies can assist you in developing your comprehensive transition strategies.

To learn more about these companies, please visit our website at [www.nashvilledental.com](http://www.nashvilledental.com). While there you can view the Transitions Workshop link or go to our Practice Opportunities page to find links to the different transitions companies we recommend.

The following pages contain articles from some of the PSP's on our list. If you have any questions on developing your Transition strategy for your practice, please take the time to discuss this with your Nashville Dental account representative. We are eager to assist you in your success.

TRANSITIONS? WHAT'S THE BIG DEAL?

## Introducing: NDI Transitions

The pathway of the dental career intersects with a number of transitions. NDI is committed to serving our customers at every phase of their career. That's why we have developed a new division of our business called NDI Transitions. Through this division, we are pleased to serve as a resource for dentists who are looking to:

- Buy an existing practice
- Enter into an associate position
- Start a new practice
- Add an associate or partner
- Have a practice appraised
- Sell an existing practice

NDI Transitions is dedicated to helping you move into the next phase of your career regardless of where you are on that timeline.

Through our network of dental practices in Tennessee, Alabama, Kentucky and West Virginia we are often aware of those offices that are looking to sell, bring in a partner or add an associate. Likewise, we are in contact with graduating dental students and other dentists that are seeking these positions and practice opportunities.

Through this division, NDI offers Practice Appraisal services to help with establishing the value of your practice and all appraisals are done in complete confidentiality. If you want us to assist you in finding a prospective buyer we offer a very attractive non-exclusive brokerage program. For more information or to post opportunities please visit [www.nashvilledental.com](http://www.nashvilledental.com) and go to our Practice Opportunities page. There you may fill in and submit the registration form and you will be contacted by our Practice Transition Representative. You may also contact us to post an opportunity to one of the Opportunities links for Tennessee, Kentucky, West Virginia or Alabama. We can also give you guidance in areas we do not cover through our affiliation with the ADC dealer network throughout North America.

In order to effectively provide assistance to our customers in these areas, we have recently added Rick Zachary to the Nashville Dental team. Rick will be heading up this new division. While serving in the dental industry for 18 years as a branch manager for Patterson Dental, Rick developed extensive experience in assisting students and practicing dentists in every transition of their career. Rick will be a tremendous asset to our customers; and we are very happy to have him join the NDI family.



Rick may be contacted at [rzachary@nashvilledental.com](mailto:rzachary@nashvilledental.com).

Of course, you may always call us and discuss these plans in person. We are happy to assist you in any way.

The diagram illustrates a career transition path. At the top is the NDI logo with 'Since 1905' and 'Transitions' in a large font. Below this is an icon of a graduation cap and diploma. A central vertical flowchart shows the following steps: 'GPR' (black box), 'Associateship' (blue box), 'Private Practice' (red circle), 'Hiring an Associate or Taking on a Partner' (blue box), 'Selling Practice' (red circle), and 'RETIREMENT' (black box with a dental chair icon). Arrows indicate the flow between these stages.

Wherever you find yourself on the path of your career, NDI is ready to assist you in the

**Transitions**

NDI TRANSITIONS