



LEWIS
HEALTH PROFESSION SERVICES

**STRATEGIES FOR SECURING A SUCCESSFUL ASSOCIATESHIP
OR PRACTICE ACQUISITION**

PRACTICE OPPORTUNITY RESOURCES

TRADITIONAL RESOURCES

- Dental Supply Companies
- Local Dental Society
- Placement Services
- Dental Practice Brokers/Consultants
- Temporary Employment Agencies
- Dental Schools
- Professional Journals
- Internet

OTHER RESOURCES

- Family Dentist
- Dental School contacts/faculty
- Dental Fraternities
- College Associations
- Local Dental Study Clubs
- Dental Labs
- Other known dentists
- Other recent Graduates
- Professional- CPA- Attorney
- Direct Marketing- Letters
- Cold call- Door to Door
- Realtors
- Other Health Practitioners- MD, DVM, DO, DC, OD

THE INITIAL INTERVIEW

BE PREPARED & BE ON TIME!!!

- Research the practice & practitioner
 - Practice History
 - Practitioner History
 - Review Practice Web Site
 - Research Practice Philosophy
 - Check on-line State Board web site
- Materials needed by Candidate

Dental Practice Appraisals, Sales & Transition Consulting

Current Resume & Picture

Make sure it contains current information

Make sure it contains current contact information

Cover Letter

Brief Biographical overview

Position sought & why

Goals & Objectives- Immediate and Long term

Letters of Recommendation

OFFER INFORMATION ABOUT YOURSELF

Re-state your Goals & Objectives

Why did you choose dentistry as a career?

Who/What got you interested in profession?

What are your clinical likes/strengths?

Provide information on family in dental profession

ASK THE PRACTITIONER

Goals of Host- Why does he/she want an Associate?

Practice Philosophy

Ask about Staff and their employment history

Any Relatives of Host?

Practitioner history

Location/facility history

Dental interests

Scope of services offered

Referral patterns

Continuing Education/courses

Insurance role in patient treatment

Insurance free

Fee for Service

Managed Care/PPO

Capitation

Medicaid

Source of New Patients

Staff and Family knowledge of Host's plans

Full Time or Part Time position

Salary or commission basis for compensation

Prior Associates- Current Status of Former Associates

FOLLOW-UP

Send a Thank You note with a summary of the meeting

Follow up with an email and/or phone call