

**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

- 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