



## CLIENT CASE STUDY

# Balancing Pediatric Dental Practice Growth: Doctor's Success Story with Practice Transitions Group

## INTRODUCTION

Dr. Vance was a high-producing pediatric dentist in the Dallas area who was dedicated to her business and who had grown a strong practice over the years as the only provider in the office.

## APPROACH

Dr. Vance called Practice Transitions Group (PTG) to help her find a partner who could manage the business side of the practice. This would allow Dr. Vance to focus her time on the clinical side, including hiring talented clinical assistants including a new associate. A partner would also allow Dr. Vance to spend more time with her husband and achieve a better work-life balance.

PTG identified the perfect partner for Dr. Vance – one who shared her values of being community-oriented and one who started working to find an associate and other clinical help even before the deal closed!

## CHALLENGE

Dr. Vance wanted to continue practicing but knew she couldn't keep up the current pace alone. Dr. Vance practiced all day which only left the evenings for her to do the management work. This took up too much of her time and deprived her of work-life balance and being able to spend time with her husband. She had the vision to grow the practice but knew she could not take on any more work and needed help.

## SOLUTION

PTG knew this was not within the landlord's rights, however. They were able to use not only its sister company's real estate experience but the relationships they had built in the community to both deny the landlord's requested rental increase and incentivize him to sign the deal.

## RESULTS

In the end, Dr. Vance received a significant cash payout based on a valuation of 248% of revenue and maintained 40% equity in her practice. Her first extended vacation is on the horizon.

248%

of revenue — the valuation her practice commanded

40%

equity retained in the practice she built

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partner aligned on values, clinical help hired before closing

Beyond obtaining the best financial outcome, we are committed to ensuring the long-term success and legacy of each practice we work with. We approach every transaction with a genuine desire to understand our client's goals, crafting deals that align with their vision for the future. Then, we lead all aspects of the sale or partnership. With a team that combines expertise in financial analysis, marketing strategies, and sell-side negotiations, we execute successful, profitable transactions for our clients.

Call us at (512) 761-7101 or send us an email at [info@PracticeTransitionsGroup.com](mailto:info@PracticeTransitionsGroup.com)