



PRACTICE TRANSITIONS

CLIENT CASE STUDY

From Managing Staff to Managing Wealth: A Dental Transition Success Story

For Dr. P, a second-generation dentist with decades of ownership experience, the complexity of managing his seven-figure practice had become overwhelming. Despite still enjoying the clinical aspects of dentistry, the administrative burden was becoming unsustainable.

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“I didn’t mind doing dentistry,” he reflected, “but I was completely done with managing the practice and dealing with the constant staffing challenges.” This sentiment echoes what many established dental practice owners experience as they approach their transition timeline.

THE CHALLENGE: COMMON PAIN POINTS FOR ESTABLISHED DENTAL OWNERS

Dr. P’s situation reflected the classic challenges that our dental clients frequently face:

- Legacy staff with compensation structures that had evolved over decades
- Complex practice dynamics including family members still involved in operations
- A high-producing associate whose continued involvement was crucial to practice valuation
- The emotional weight of transitioning a practice with deep community roots
- Uncertainty about fair market value in today’s rapidly changing DSO landscape

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“I was approached directly by a DSO, but I had no reference point to know if their offer was fair,” Dr. P explained. “The entire process felt overwhelming, and I was concerned about protecting both my financial future and my team.”

THE STRATEGIC APPROACH: MORE THAN JUST FINDING A BUYER

When Dr. P connected with Practice Transitions Group through a trusted colleague, our experienced dental transition team immediately recognized the opportunity to leverage multiple market forces:

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“What immediately stood out was that Dr. P’s practice had several qualities that made it especially attractive to different buyer types,” noted our lead advisor. “The practice’s profitability metrics, established patient base, and strong clinical team meant we could create a competitive environment to maximize value.”

Rather than accepting the initial DSO approach, we developed a comprehensive strategy that:

- Positioned the practice’s financial performance in the language buyers understand
- Identified and corrected accounting practices that were masking true EBITDA

- Created a competitive environment with multiple qualified buyers
- Structured deal terms that protected Dr. P’s key priorities

THE RESULT: EXCEEDING EXPECTATIONS

The strategic sale transformed Dr. P’s professional reality:

- Achieved final valuation significantly above the initial direct offer
- Structured with higher cash-at-close than typical DSO transactions
- Maintained practice legacy and protected key team members
- Created a manageable transition timeline aligned with Dr. P’s personal goals
- Shifted his focus from operational headaches to wealth management

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“For the first time in decades, I’m not waking up worried about staffing issues or administrative challenges,” Dr. P shared. “I can focus on the dentistry I enjoy and my retirement planning, which is exactly what I wanted.”

KEY INSIGHTS FOR DENTAL PRACTICE OWNERS

Dr. P's successful transition highlights critical lessons for dental practice owners approaching their own transition window:

- Your first offer is rarely your best offer
 - Creating a competitive environment almost always yields better terms
- Practice value extends beyond revenue – Well-structured practices with strong systems command premium valuations
- Transition timing matters – The optimal time to sell is when the practice is performing well, not when you're ready to step away completely
- Professional guidance levels the playing field – Most dentists sell one practice in their lifetime; buyers acquire hundreds
- Structure can be as important as price
 - The right terms can significantly impact both short and long-term outcomes

For dental practice owners feeling the mounting pressures of management responsibilities while still wanting to protect their legacy, there are more options than ever before. The key is finding an experienced advisor who understands the unique dynamics of dental practices and can navigate the increasingly complex landscape of dental practice transitions.

Call us at (512) 761-7101 or send us an email at Engage@PracticeTransitionsGroup.com