Protecting your interests

Don’t make a hasty decision when selling your practice, says Andy Acton

As a professional dentist, it’s likely you’ll have developed a good reputation and positive relationship with your patients throughout your time in a practice. So after investing what is often an entire life’s hard work building these things up, the last thing you want to do when selling your practice is making a hasty decision, and risk leaving your patients in the hands of a less reputable practitioner. This might not happen, but it could if you don’t follow certain steps.

Avoid conflicting interests

If you plan to sell up, you should find a sales agent you can rely on with an in-depth knowledge of the dental industry, who understands that the highest price offered may not necessarily be the best option.

It’s also important to make sure the agent is operating honestly and not working with a conflict of interest as they could undervalue the practice to make a quick sale. By accurately and transparently appraising the surgery, and by guaranteeing they will never work for both the buy-