Clinical governance programme success

Learning resources provider Smile-on, has come up with a programme, to help dental professionals comply with the Healthcare Commission’s standards on clinical governance.

Smile-on’s Clinical Governance programme has been designed to correspond with the standards identified in Standards for Better Health (Department of Health, 2004).

The combination of an introductory seminar, comprehension workbook, and 90-minute CD-ROM and/or online course, enables dental practices to comply with the clinical governance agenda.

The programme aims to help dental teams improve patient experience and satisfaction, reduce the scope for error, promote evidence-based care, encourage the involvement of the whole team and facilitate compliance with industry requirements.

A spokeswoman for Smile-on said: ‘The Clinical Governance Performance Management tool, practices can upload their progress so that primary care trusts can quickly and easily identify what has been achieved, and what remains to be done.’

For more information please call Smile-on on 0207 400 8000 or email info@smile-on.com.

Polyclinic opens up for business

The first in-store supermarket ‘polyclinic’ complete with a dentist, GP, pharmacist and podiatrist has opened.

Sainsbury’s in Heath Park in Manchester, now has the first polyclinic offering both private and NHS healthcare facilities.

The dental surgery at Heath will open seven days a week offering a wide range of treatments including check-ups, crowns and implants.

Sainsbury’s launched its first dental service in a supermarket last September in Sale in Greater Manchester, and it now has up to 5,500 patients registered.

David Gilder, head of professional services at Sainsbury’s, said: ‘We are pleased that Sainsbury’s Heath Park is the first UK supermarket to enjoy an integrated healthcare facility with a dentist, doctor, pharmacy and podiatrist all on-site.

Our experience at Sainsbury’s Sale shows us that the combination of a convenient location, flexible opening hours and competitively priced treatments will be very popular with local residents, many of whom will have found it difficult to access private dental care before now.

Graham Stringer, MP for Manchester Blackley, said: ‘The opening of the dental surgery is great news for the people of North Manchester. The success of the doctors based in the store has shown that there is a real need for easy access health facilities.’

BDA’s practical seminars

The British Dental Association is holding a seminar to offer dental professionals advice and information on funding a practice and the challenges they may face when setting up a practice from scratch. The one-day seminar, will be held on 15 March at The Menzies Hotel, Gladesway.

The event, Setting Up in Practice aims to answer a range of questions – from the philosophically correct way to do something, to the practical, day-to-day issues potential practitioners may face.

A spokesman for the BDA said: ‘This successful BDA seminar is now in its twelfth year. It’s a great opportunity for those dentists who are considering setting up on their own for the first time and covers all aspects of either buying into an existing practice or the challenges faced when establishing a practice from scratch.’

Watch out for tax traps

The introduction of Entrepreneurs’ Relief last year has caused problems to fall for any dentist, who attempts to sell their practice or practice share, without taking specialist advice, according to a specialist dental accountant.

Generally, Entrepreneurs’ Relief is good news for small businesses, including dental practices, because it allows gains to be taxed at only 10 per cent rather than the new 18 per cent business tax introduced by the Chancellor last year.

Any gains above £1m are subject to an 18 per cent tax rate.

However there are circumstances in which the relief will not apply and a dentist who does not take advice could find they are paying tax at 18 per cent rather than 10 per cent.

John Flewitt, partner at Mzenes, member of the National Association of Specialist Dental Accountants (NASDA), advises any dentists considering selling their practice to get specialist advice.

He said: ‘In the Finance Act 2008, the Chancellor removed tax relief from capital gains on business assets. This relief often resulted in the equivalent of a 10 per cent rate of tax on certain gains. When the Chancellor reduced the top rate of capital gains tax from 40 per cent to 18 per cent, there was an outcry that most gains on business assets would rise from 16 percent to 18 percent.

As a result of lobbying by NASDA and other organisations, Entrepreneurs’ relief was introduced.’

If full market rent has been paid by the practice to the partner after 5 April 2008, there would be restricted relief. This might include profit sharing arrangements where only the property owning partners get an initial fixed profit share.

Fortunately, said Mr Flewitt, disposal of practice goodwill would, in most instances, be eligible for entrepreneurs’ relief, as it is treated as a disposal of part of the business. However, if the practice is incorporated then there are more detailed requirements to qualify for the relief.

For more information, contact John Flewitt on 01754 497190 or jflewitt@menzies.co.uk Alternatively, to find a NASDA member in your area, go to www.mzenes.org or call 0870 601 0250.

CODE launches contract pack

CODE – the Association for Dental Practice, has produced a new contract pack with different versions for NHS, mixed and private practices.

There are both self-employed and employed contracts re-designed to create a balance between providers’ responsibility to ensure performers’ UDA targets are met and performers’ need to preserve their self-employed status.

Jonathan Cohbahl, a partner of Gross and Co, who helped devise the contracts, said: ‘We have worked hard to ensure that the contracts are even-handed between the interests of all parties and that they are not over-restrictive and take into account the latest legislation, legal cases and precedents – to ensure that if followed correctly they are enforceable in the courts.’

The orthodontic agreement has been updated and incorporates safer payment arrangements for both NHS and private orthodontic clinics.

Following consultations with orthodontists, new clauses have been included to ensure that performers start and complete an agreed number of cases per month and maintain the contract value.

A new Associate Agreement for Private Practice has been included within the pack. It has a clear payment structure and robust restrictive covenants. Employment contracts have been updated in line with the current legislation and contain additional clauses on probationary period, unpaid leave, absence for a range of reasons and family-friendly leave. Contracts are accompanied by guidelines on their use and letter templates.

Paul Mendlesohn, CODE’s chief executive said: ‘We are grateful for members’ contribution to this important contract update and hope that this new release will further simplify the process of dental practice management.’

The updated contract pack is provided free of charge to all CODE members together with a complete portfolio of new CODE Contracts for therapists, hygienists, nurses and other staff in both hard copy format and digitally.

For further information about the CODE Contract Pack please contact Tanya Gilmore on 01490 254 554, email tanya@CODEuk.com or visit www.CODEuk.com.

Beware of getting caught in the tax trap

He continued: ‘For dentists the most likely assets to attract capital gains tax on a sale are the surgery and any practice goodwill. To qualify for relief there must be a disposal of the whole or part of the business, the sale of a property in isolation will not qualify.

Thus, a partner who owns the surgery property outside of the practice will only qualify for the relief if it is sold at the same time as he retires (or withdraws from participation in the practice).’

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Dental Tribune UK Ltd is not responsible for reports, research, or further information on funding a practice and the challenges they may face when setting up a practice from scratch. The one-day seminar, will be held on 15 March at The Menzies Hotel, Gladesway.

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