If you join the ASPD, you'll find no shortage of trustworthy advice on running your practice. Here, some members share their experiences.

David Griffiths of Maxwell Hodge Solicitors believes that ASPD membership helps persuade potential dentist clients to choose his company rather than a non-member, while George Burn of Burn & Co acknowledges the benefits of extra mural discussions and appreciates being part of a multi-disciplinary organisation. ‘We can confidently refer clients to members from other disciplines.’

An accountancy package
A good accountant offers much more than a tax and auditing service and will also provide valuations, cashflow forecasts and commercial asset value management advice. As dental equipment becomes more sophisticated and expensive, an industry-aware accountant can compare the merits of leasing against those of outright purchase as well as offering informed advice on debt/capital ratios. Specialist knowledge of how the health sector operates is vital.

ASPD membership has broadened our network of professional contacts around the country,’ says Greg Penfold of Hospitality & Co accountants, referring to introductions effected at the quarterly meetings, which help members keep up with legislation. Andrew Chuen of PKF Accountants, a member of the ASPD for five years, is impressed by how useful these meetings have been. ‘I have found the quarterly meeting extremely useful as this gives me the opportunity to talk to other accountants and professionals, and keep up to date with new developments and legislation affecting dentistry.’

‘In my everyday professional life, referring to people all around the country from a wide range of professions,’ says Cathy Tew of Cathy Tew Associates. Each ASPD member contributes their own experience and knowledge to the group, which helps to keep every member up to date with legislative and other changes affecting the dental arena.’ Longden and Cook’s Henry Brownson and John Minford of Minford’s agree; ‘We can keep our fingers on the pulse.’

Only the best
Lyndsay Looesq of Liberan Management, which offers practice management and consultancy services, was pleased to feel instantly welcome when she joined. ‘I have gained general information about the NHS and specific information about the dental market which it would be hard to find elsewhere,’ she says. ‘I feel my clients benefit as I now have access to other professionals I know I can trust.’

‘I have a large referral base of dental experts,’ adds Robert Miller of dental practice business sales experts Henry Perlow Group. ‘I can call fellow members for advice, and my clients are comforted that I am a member of a known trade body.’

May have been a member since 2000, ASPD Chairman Mike Hughes is delighted with how the Association has developed. ‘I have seen the organisation grow and strengthen enormously and become more defined in its role,’ he concludes. ‘While the core values have remained unchanged, the membership is now more diverse covering a wider range of professional disciplines. It has been a privilege over the last 12 months to have served as Chairman of an organisation so committed to ensuring that members of the dental profession receive the highest quality of help and advice.’

The ASPD is the leading association of dental service providers, and is always keen to attract new members with a proven track record of exceptional service to the industry.

For more information on the ASPD, call 0800 458 6775 or visit www.aspd.co.uk.