Staying public versus going private
Richard Lishman discusses the financial pros and cons of converting to private practice and whether now is a good time to make the change

The uncertainty caused by the recession has damaged the financial industry across the board as we all know, and dentistry has not escaped the downturn in optimism for the immediate and medium term. Many practice principals are expressing concern about their situation, and over the last few months at money4dentists we have become used to questions from clients such as: ‘Should I convert to private practice?’ or ‘Is this a good time to buy (or sell), or is it better to wait until things improve?’

With the dental industry still in the process of adapting to the ‘new’ NHS contract and other changes on the horizon, not least those driven by the rapid advances in clinical procedures and the application of new technologies, dentists are facing their own, unique challenges as the recession continues. There are two sides to every argument, and before coming to a decision to transfer to the private sector, the positive and negative aspects of the change must both be weighed in the balance. It should also be remembered that the individual circumstances of each practice, and each principal, will be different, and so the weight attached to the arguments will vary in each case.

Loss of income
The first item in the negative column must be the immediate loss of guaranteed contract income, coupled with the fear of losing patients who may not be sympathetic to the change. There is also the question of whether the local area will support another private practice, and for some there will be apprehension at the idea of becoming totally independent.
Refocus your vision... the advantages are clear

As the UK’s No.1 supplier of loupes and lights, our vision is to supply the very best precision products, combining exceptional quality with outstanding design.

Our new loupes and lights are expertly custom-made by leading supplier ExamVision™. Founded by Jorn Ranvig and optometrist Kim Jensen, ExamVision™ offer a welcome commitment to delivering superior design and quality craftsmanship, which perfectly complements our 16 years of unrivalled loupes experience and outstanding customer service.

Our vision has always been to exceed our customers’ expectations and we are confident our exceptional service combined with the superb quality of ExamVision™ loupes and lights will refocus your vision too!

Arrange a no-obligation consultation
FreeCall 0500 321111
or visit our website
www.evident.co.uk

Unique improved “Galilean Telescope” magnifying system with dual achromatic German lenses – for a perfect image
Top quality Hoya carrier lenses – with multiple possible configurations including varifocal
Ultra-lightweight metal ocular casings – to prevent cracking and splitting
Thinnest possible super high index carrier lenses including aspheric for even thinner edges

Frames with adjustable arms – no need for a headband
Precision fit snap on light fitting – no fiddly screws
Loupes can be angled individually to your specific needs. Steepest declination possible with the Prisma option – for the straightest posture
Available in 2.3x, 2.8x, 3.5x and 4.2x Galilean – all with short barrels

Custom Danish designed stylish titanium frames – made especially to accommodate loupes
Comfortable hypoallergenic nosepad – does not discolor
Special face shield adapter – half face and full face shields can be easily attached
Available in 2 styles, 3 frame colours and 3 frame sizes, each ExamVision™ loupe is individually crafted to your personal measurements at a purpose-built factory on the small, tranquil island of Samsø in Denmark. ExamVision™ produce loupes and lights to the highest standards, providing a quality product that Evident are proud to endorse.

Evident are proud to endorse.

Evident are proud to endorse.

Unique improved “Galilean Telescope” magnifying system with dual achromatic German lenses – for a perfect image
Top quality Hoya carrier lenses – with multiple possible configurations including varifocal
Ultra-lightweight metal ocular casings – to prevent cracking and splitting
Thinnest possible super high index carrier lenses including aspheric for even thinner edges

Frames with adjustable arms – no need for a headband
Precision fit snap on light fitting – no fiddly screws
Loupes can be angled individually to your specific needs. Steepest declination possible with the Prisma option – for the straightest posture
Available in 2.3x, 2.8x, 3.5x and 4.2x Galilean – all with short barrels

Custom Danish designed stylish titanium frames – made especially to accommodate loupes
Comfortable hypoallergenic nosepad – does not discolor
Special face shield adapter – half face and full face shields can be easily attached
Available in 2 styles, 3 frame colours and 3 frame sizes, each ExamVision™ loupe is individually crafted to your personal measurements at a purpose-built factory on the small, tranquil island of Samsø in Denmark. ExamVision™ produce loupes and lights to the highest standards, providing a quality product that Evident are proud to endorse.

Evident are proud to endorse.

Unique improved “Galilean Telescope” magnifying system with dual achromatic German lenses – for a perfect image
Top quality Hoya carrier lenses – with multiple possible configurations including varifocal
Ultra-lightweight metal ocular casings – to prevent cracking and splitting
Thinnest possible super high index carrier lenses including aspheric for even thinner edges

Frames with adjustable arms – no need for a headband
Precision fit snap on light fitting – no fiddly screws
Loupes can be angled individually to your specific needs. Steepest declination possible with the Prisma option – for the straightest posture
Available in 2.3x, 2.8x, 3.5x and 4.2x Galilean – all with short barrels

Custom Danish designed stylish titanium frames – made especially to accommodate loupes
Comfortable hypoallergenic nosepad – does not discolor
Special face shield adapter – half face and full face shields can be easily attached
Available in 2 styles, 3 frame colours and 3 frame sizes, each ExamVision™ loupe is individually crafted to your personal measurements at a purpose-built factory on the small, tranquil island of Samsø in Denmark. ExamVision™ produce loupes and lights to the highest standards, providing a quality product that Evident are proud to endorse.

Evident are proud to endorse.