

VALUATION

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A valuation is not about selling a practice, but a guide on improvements to pursue.



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**The timing of
a major upgrade
matters as much as
the upgrade itself.**

Questions about your practice?
Let's connect.

AN INVESTMENT ADDS VALUE THROUGH THE RESULTS IT PRODUCES –
NOT SIMPLY THROUGH WHAT IT COSTS.

4 QUESTIONS TO ASK FIRST

WILL IT CHANGE CAPACITY OR WORKFLOW?

Look for a measurable gain in efficiency, consistency, patient experience or team productivity.

CAN IT SUPPORT REPEATABLE EARNINGS?

Consider whether it can increase production, reduce downtime, keep appropriate services in-house or control ongoing costs.

IS THERE ENOUGH RUNWAY?

A significant investment made five years out has time to influence several years of operating results. One made close to a major ownership decision may not.

DOES IT FIT THE LONG-TERM PLAN?

Highly specialized technology may be valuable today but less useful if the practice's clinical or ownership direction changes.

INVESTMENT ROI NEEDS TIME

A modern, well-maintained practice can improve efficiency, patient experience, team engagement and long-term confidence. Team adoption and consistent use are what turn new technology into a measurable return.

New equipment does not automatically add equal value to the practice. Its condition, usefulness and contribution to future cash flow matter more.

The decision is not simply whether to invest, but whether the expected return and reduced future risk justify the cost within the available timeline.

THE QUESTION TO CONSIDER:

Will the next major purchase solve a documented constraint and improve the practice's financial story over the next three to five years?

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HYGIENE BUILDS VALUE**