VALUATION

READ SERIES

BUILDING A TRANSFERABLE PRACTICE | 3 of 6

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

A strong practice should be able to perform beyond one person.

Questions about your practice?
Let's connect.

SUSTAINABLE VALUE IS SUPPORTED BY A TEAM, RELATIONSHIPS AND SYSTEMS THAT CAN CONTINUE THROUGH CHANGE.

4 RESILIENT PRACTICE SIGNS

PATIENT RELATIONSHIPS EXTEND BEYOND THE OWNER:

Patients have meaningful connections with the hygiene and administrative teams, and do not depend on one clinician.

THE TEAM KNOWS HOW THE PRACTICE RUNS:

Key processes for scheduling, recall, treatment coordination, ordering and reporting are consistent.

ROLES ARE CLEAR:

Current staff and associate agreements help define obligations, restrictive covenants and working relationships.

PERFORMANCE CAN BE EXPLAINED:

Production, patient activity, provider contribution and key operating measures are tracked, making it easier to understand how results are created.

Resilience grows when knowledge, relationships and accountability are shared appropriately.

A TRANSFERABLE PRACTICE

An owner can personally carry a practice through clinical skill, relationships and constant decision-making. That may produce excellent results today, but it can also create concentration risk: too much of the practice's performance lives with one person rather than within the team and operating systems.

The harder an owner works to personally hold every part of the practice together, the more impressive current performance may appear, but the practice can become more vulnerable to the owner's absence.

THE QUESTION TO CONSIDER:

If you were away from the practice for three months, which results, relationships or decisions would be most likely to change?

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INVESTMENT ROI NEEDS TIME