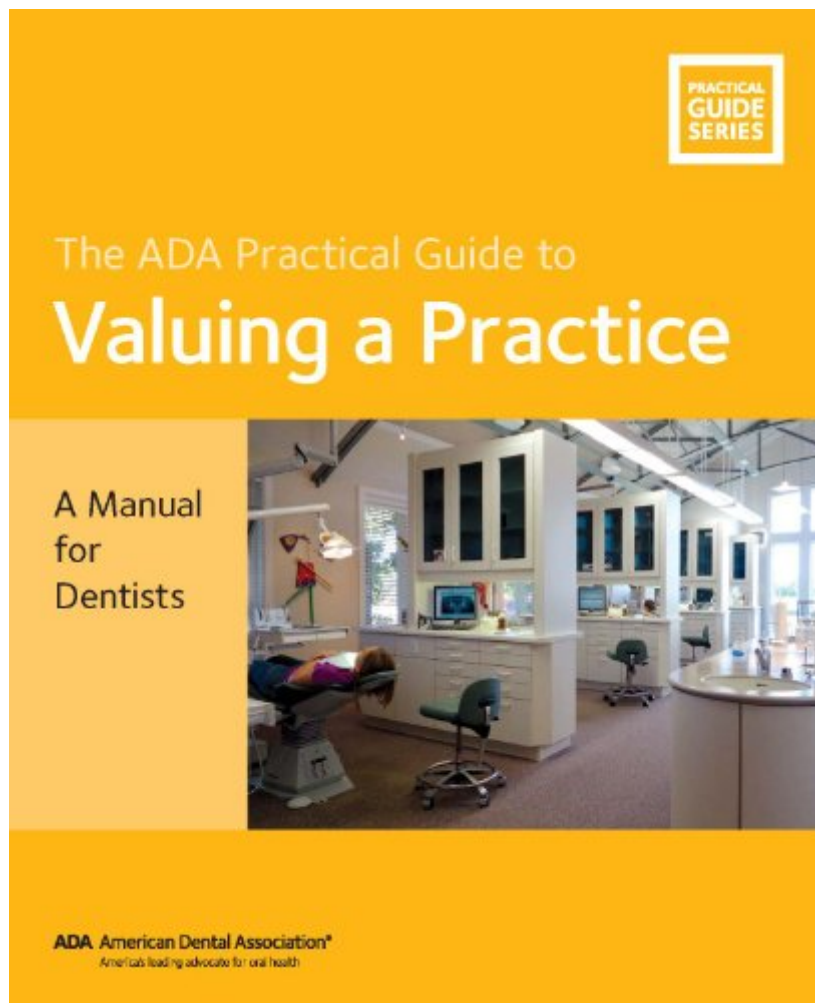




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# The ADA Practical Guide To Valuing A Practice: A Manual For Dentists



## Synopsis

This resource provides a balanced approach to practice valuation for both buyers and sellers. Refuting many common myths of valuation, *Valuing a Practice* raises awareness of possible legal and tax issues that may arise during this critical process. Also provides guidance on selling or buying an entire practice, a portion of a practice, and planning a future buy-in or buy-out. Other features include:

- Definitions of key terms
- How to select a person to perform the valuation
- How to choose the valuation method that is right for you
- Examples of sales documents and contract provisions
- Detailed explanations of various valuation concepts, such as the capitalized earnings, discounted cash flow and net asset methods
- Case studies
- Sample sales agreement

Understanding the intricacies of valuation is crucial to the success of your transaction. Be informed and knowledgeable with help from the ADA.

**Table of Contents**

**Chapter 1: Practice Value; Concepts of Value; When Should a Practice Be Valued?; Fair Market Value, Price and Terms**

**Chapter 2: Critical Valuation Issues; Valuation Assumptions and Limiting Conditions; Information Required to Perform a Valuation**

**Chapter 3: Valuation Methods; Which Valuation Method is Right for You?; False Assumptions Concerning Practice Valuation; Valuation Concepts and Earnings Methods; Capitalized Earnings Methods; Discounted Cash Flow Method; Asset Approach: Net Asset Method; Market-based Approach; Guideline Company Method; Transactions Method**

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**Conclusion**

**Appendices**

**Appendix A: Sample Letters**

**Appendix B: Sample Sales Agreement**

**Additional Resources**

## Book Information

File Size: 3623 KB

Print Length: 192 pages

Publisher: American Dental Association (October 29, 2013)

Publication Date: October 29, 2013

Sold by: Amazon Digital Services LLC

Language: English

ASIN: B00GAMZD5O

Text-to-Speech: Enabled

X-Ray: Not Enabled

Word Wise: Enabled

Lending: Not Enabled

Enhanced Typesetting: Enabled

Best Sellers Rank: #1,051,546 Paid in Kindle Store (See Top 100 Paid in Kindle Store) #94

in Kindle Store > Medical Books > Dentistry > Dental Office Practice #112 in Kindle Store >

Kindle eBooks > Medical eBooks > Administration & Policy > Practice Management &

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## Customer Reviews

Concise and even to buyer and seller. Could have several more examples of valuation in a table to compare different methods.

Very helpful in a simple & understandable language.

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