

*Take Charge of Your  
Practice's Future*



**Bentson Clark & Copple**

Orthodontic Valuation and Transition Services





## ADDRESSING THE NEEDS OF ORTHODONTISTS DURING A PIVOTAL POINT IN THEIR CAREERS.

*Bentson Clark & Copple, LLC provides a premier transition company in the variety of services to both orthodontists and orthodontic residents throughout the United States. Having worked with over 750 orthodontic practices since its founding in 1990, Bentson Clark & Copple has established itself as the*

*practice valuation, provides partner location services, and helps negotiate transactions with both buyers and sellers. We encourage you to start planning your future today!*

### ○ | ○ | ○ valuation

Having a valuation performed is relevant throughout the life of an orthodontic practice. It is obviously crucial during a period of transition, but it is also a vital tool for benchmarking and goal setting periodically through an orthodontic career, providing insight into a practice's profitability and growth trends. A practice valuation can also serve as a vital estate planning tool, providing a readily available valuation of the practice and provide essential protection in the case of unexpected death or disability.

**Valuation** Bentson Clark & Copple offers practice valuations which are extremely comprehensive and include not only the "value" but additional critical financial and operational information for the three most recent years. A Bentson Clark & Copple representative will also visit the practice to meet the doctor and to perform its due diligence during the valuation process. The valuation is typically an early first step in any ownership transfer and conveys not only the fair market value of the practice but also demonstrates competence and trust that a pending transaction will be handled professionally and fairly.

**Valuation Review** If a valuation has already been performed, Bentson Clark & Copple can review the report to ensure the value determined is reasonable and appropriately represents the fair market value of the particular practice.



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*“Bentson Clark & Copple was invaluable as a consultant. I can’t imagine attempting the transition process without Bentson Clark & Copple.”*

**JON W. SILCOX, D.D.S., M.S.  
SALT LAKE CITY, UT**



## ○ | ○ | ○ transition

An orthodontic transition might be a sale for retirement, the entrance of a family member, a partner search for a practice that has grown beyond the scope of a solo practitioner, the acquisition of another office(s) or the spinning off of one or more satellites. Whatever the reason, Bentson Clark & Copple will work with you to make the process successful and stress-free. Every transition is unique depending on the circumstances, and Bentson Clark & Copple will tailor the transition to fit each individual doctor’s needs while being fair to both parties.

**Transition Services** Bentson Clark & Copple will mediate the onset of the transition process between Sellers and their advisors and Buyers and their advisors. These services include preparation of comprehensive cash flow analyses, taking into consideration items such as financing options, amortization schedules, formulation of basic transition structures, equitable allocations, employment parameters, salary parity and others. Although Bentson Clark & Copple does not provide legal services or legal advice, we will also work with all parties and their legal counsel through the execution of the definitive agreements and closing of the transaction. Bentson Clark & Copple can refer you to an attorney experienced in orthodontic transactions who has represented numerous Bentson Clark & Copple clients.

**Recruiting Services** Bentson Clark & Copple works closely with Sellers to assist with locating suitable candidates for the buy-out of all or a portion of their orthodontic practice.

## ○ | ○ | ○ opportunities

Bentson Clark & Copple offers a free matching service to any orthodontic resident or orthodontist looking for practice opportunities. Simply register on the Bentson Clark & Copple website ([www.bentsonclark.com](http://www.bentsonclark.com)) with your specific geographic preferences and contact information, and we will be happy to supply you with potential practice opportunities as they come to light.

*"Thank you for your expertise in helping to transition our practice into a two doctor practice. Your expertise in appraising and evaluating a practice was outstanding. Both my new partner and I felt equally good with the final terms of the contract. Change is always difficult, but with your input, it was a pleasant experience."*

**JOHN B. FAUST, D.D.S., M.S.  
LANSING, MI**

*"We have been very satisfied with the professional competence of the initial and updated valuations of our practice. Of equal importance for us, being in a smaller community, was the diligence of Bentson Clark & Copple in finding a very qualified candidate for our transition who is also an excellent match for our practice."*

**MARTY A. LEWIS, D.D.S., M.S.  
ROBERT N. MOORE, D.D.S., PH.D.  
GRAND ISLAND, NE**

*"Thank you for your invaluable assistance in making our transaction work out. We had a challenging task at hand to make all three parties involved happy with the terms of the deal. Without Doug's hard work and sound advice, this would have not been accomplished. Laura was always kind and accommodating with our many phone calls and e-mails and Doug was very assessable and realistic with his timelines and charts. His dedication to the project was impressive and very much appreciated. We would not hesitate to recommend your firm to any colleagues looking to valuate or transition their practice."*

**MANISH LAMICHANE, D.D.S., M.M.Sc.  
ANDREW C. LONG, D.D.S., M.S.D.  
ERIC W. HOWARD, D.M.D., PH.D.  
LANCASTER, PA**

*"I had Bentson Clark & Copple do a valuation of my practice so that a buy in agreement could be reached with my associate. Bentson Clark & Copple did a very thorough and professional job. I would heartily recommend Bentson Clark & Copple to any and all of my orthodontic colleagues."*

**RICHARD L. SIKORA, D.D.S.  
NORMAL, IL**

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**1.800.621.4664**

**[www.bentsonclark.com](http://www.bentsonclark.com)**

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