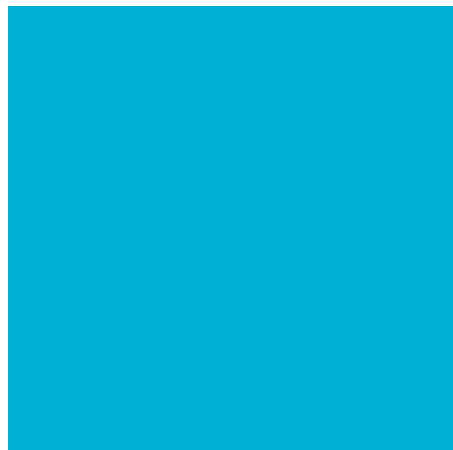




Recruitment | Practice Sales | Valuations



A Note From Our Founder



LANZ.Dental is a Kiwi business helping to keep both New Zealanders and dentists throughout NZ smiling.

When I first launched LANZ, I did so in partnership with a dentist friend in the UK. Our vision was to make it seamless for UK dentists to holiday and locum in NZ. At the time, there was a shortage of qualified dental professionals in NZ. Unfortunately, not much has changed in this regard.

Our company has come a long way in the last 20 years and has undergone massive growth and transformation. Little did we think that the need for recruiting dentists would expand to what is now a worldwide shortage.

We are proud of our range of specialist recruitment, practice sales and business advice services tailored to the dental sector and our ability to help dental professionals and practice owners just like you.

We look forward to supporting your success.

Tony Dey

Dr Tony Dey, BDS Otago

021 866 985

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 teethbytony

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Our Team

Proudly supporting Kiwi dental professionals for 20 years.



Dr. Tony Dey, Managing Director

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Bruce McCormick, Practice Sales

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Lindsay Dey, Business Adviser

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Toni Marr, Recruitment

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@LANZrecruitment



lanz-dental



lanz.dental

NZ Dental Specialists

LANZ.Dental is New Zealand's leading provider of clinical dental recruitment and practice sales services.

We understand your business in a way other companies don't. That's because we've owned, operated, bought and sold multiple practices and hired dental staff for 20 years.

Regardless of where you are on your business development journey, we can help.

Quality staff

LANZ.Dental has provided trusted dental recruitment services to dentists NZ wide and we can help you with everything from permanent or locum dentists, through to hygienists, OHTs and support staff.

Looking to buy or sell

LANZ.Dental can help you with your dental practice sale. Including everything from practice valuation appraisal and sales preparation, through to buyer negotiation and sale facilitation.

Business advice

If you're looking to grow, turn an existing practice around, streamline and modernise your systems, exit your practice, optimise its performance, or need a valuation - we can help.





Looking to hire or looking for work?

If you're looking for a new team member,
please contact

Toni Marr



03 477 8777



toni@lanz.dental

To view our current roles please visit our **website**.

Recruitment Services

We are proud to be the recruitment partner of choice for many dental practices around the country. We work hard to identify, attract and retain highly skilled candidates to make the process easy for you.

LANZ.Dental has extensive industry contacts and our in-depth knowledge and expertise adds value when helping you make decisions on recruitment.

Our services include:

- Website and social channel job features
- Tailored marketing
- World wide candidate search
- Candidate screening and filtering
- Interviews and recommended candidate selection
- Reference checks
- Basic visa and immigration assistance.

Dentists / Hygienists / Oral Health Therapists

Whether you're looking for part time or full time permanent staff, we can help. Our team has been recruiting quality dental professionals for 20 years.

In locations where attracting staff can be more of a challenge, we work with your team to promote the bigger picture benefits of your location and attract team members who will be a good fit for your team.

Locums

Dental locums are sometimes hard to come by. LANZ.Dental takes the hassle out of filling the job and sources qualified candidates from both New Zealand and internationally.

Support staff

Quality support staff can bring a huge amount of life, energy and organisation to your practice. These roles are hugely important to running a successful business and should not be underestimated. We can help you find those experienced practice managers, receptionists and dental assistants you've been searching for.



Keen to buy or sell?

If you're looking to **buy** or **sell**, please contact

Bruce McCormick



021 777 499



bruce@lanz.dental

To view our current practices for sale please visit
our **website**.

Dental Practice Sales

Our team has worked with numerous dentists and multi-owner practices throughout NZ to prepare for sale or succession. We help ensure a stress-free transition from valuation through to getting paid.

Sale

The LANZ.Dental team strive to make the whole process as simple and smooth as possible. From listing and identifying potential buyers, right through to negotiations and sealing the deal. We also take care of the bulk of the paper work and most importantly – ensure you get paid.

Our services include:

- Sales preparation
- Independent accounts review and business valuation
- Identification of potential enhancements for increased sales value
- Practice listing
- Identifying and screening of prospective buyers
- Practice sale negotiation support or process management
- Practice sales paperwork preparation and management
- Transaction preparation and business transition support.

Valuation

Selling your practice can be a daunting process. Others might simply see it as a business transaction, but we know and understand the work that you have put into building your practice.

We utilise:

- An experienced valuer with more than 20 years of involvement in the dental industry
- A detailed review of business accounts, patient base and overall performance
- An assessment of stock, premises and accounts
- Our detailed knowledge of previous sales and the industry throughout New Zealand

Sales Preparation

Our in-house business adviser will help to ensure your accounts are in order and advise on potential enhancements to increase your sale value.

Listing

Listing with LANZ.Dental will ensure the best possible price for your practice, while also ensuring the transition is a smooth one.

LANZ.Dental ensures your practice is effectively promoted to potential buyers without impacting on your current patient base or operations.

Business Support

Not everyone is a business person and many accountants simply don't understand our sector. To overcome this challenge and massive knowledge gap LANZ.Dental has employed a specialist in-house business adviser. Lindsay has been a Chartered Accountant for more than 40 years and has a sound and extensive understanding of the dental sector.

Our business support services are tailored to your specific dental practice and stage of business development and include:

- Business valuation appraisal
- Business growth coaching
- Evaluation of business structure
- Succession planning and exit strategies
- Accounts review and opportunity identification
- Cashflow analysis and budgeting services
- Business streamlining and optimisation
- E-commerce, booking system and marketing recommendations
- Tailored business support.

Initial consultations are 100% free, with no obligation. They provide an opportunity for our team to get to know you and do a preliminary assessment of your business. From this consultation, we will provide you with an upfront price estimate and outline of the proposed services we can provide to help you with your business.

Our consultations can be arranged in person, by phone or video call. We look forward to supporting your success.

Looking to grow or exit your practice?

For a 100% obligation free consultation with our business adviser, please contact

Lindsay Dey



027 437 0977



lindsay@lanz.dental



Testimonials

Patsy, DDS Buffalo School of Dental Medicine, New York

"I just completed my assignment and I cannot tell you how pleased I am with my first locum placement in New Zealand, and how positive my experience has been with LANZ every step of the way. Every aspect of the practice overdelivered - the patients are lovely, the office well stocked, and top notch equipment with plenty of instruments. I look forward to working with LANZ in the future and thank you again for an awesome experience."

Recruitment Manager, Lumino The Dentists

"LANZ have been great in sourcing us high calibre dentists for our network of more than 120 practices and we don't hesitate to engage them."

Bryony, BDS University of Newcastle upon Tyne

"Making the move out to New Zealand from the UK was very exciting, but slightly daunting. I'm so grateful to the team at LANZ for providing me with some great opportunities and would certainly recommend them to any dental professional in a similar situation. Thanks again!"

Jonathan, Dentist and practice owner Auckland

"Thank you LANZ for your help with the sale of my practice. All went very smoothly and quicker than expected!"

Andre, BChD University of Pretoria

"LANZ.Dental know their stuff! I've worked with numerous recruiters in the past and LANZ stood out above the rest. Toni was very helpful in every step of the way in getting me to NZ even through the Covid pandemic. You guys are awesome!"





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