



Recruitment | Practice Sales | Valuations



Your dental support specialists



## Who we are?

Established in 2002, by Kiwi dentist Tony Dey, LANZ provides recruitment, practice sales and valuations for dental professionals across New Zealand.

### Dr Tony Dey

LANZ.Dental Owner and Dentist

021 866 985

tony@lanz.dental

 [lanz.dental](#)

 [@lanzrecruitment](#)

 [lanz-dental](#)

 [lanz.dental](#)



### Lindsay Dey

Business Adviser

027 437 0977

[lindsay@lanz.dental](mailto:lindsay@lanz.dental)



### Toni Marr

General Manager and Recruitment

021 229 7070

[toni@lanz.dental](mailto:toni@lanz.dental)



### Jeremy Crow

Licensed Real Estate Agent

021 323 276

[jeremy.crow@oatps.nz](mailto:jeremy.crow@oatps.nz)

## What we do:

### We provide **specialist dental services**

Our team specialises in recruitment, valuations, growth advice and practice sales for dental professionals.

Today the dental industry is dealing with single practices through to large corporate groups, who are changing the dynamics. There are some strong boutique practices that are still flourishing, especially those with a clear point of difference.

And then there are some rural clinics which are actually still turning patients away. Tony and the team have built relationships with practices all over New Zealand over the past decade - the big and the small - from Coopers Beach to Invercargill.

We're 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.

We look forward to supporting your success.



# 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 more than 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 practices New Zealand wide and we can help you with everything from permanent or locum dentists, through to hygienists, oral health therapists and support staff.

## Looking to buy or sell

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

## Business advice

When 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.



# Find the Perfect Dental Talent with LANZ.Dental Recruitment

LANZ.Dental is proud to be the recruitment partner of choice for dental practices across the country. We understand that finding the right talent is crucial to your practice's success, which is why we focus on making the recruitment process seamless and stress-free for you. With our extensive industry network, deep expertise, and proven track record, we're here to help you attract, retain, and hire top-tier dental professionals.

We don't just fill positions - we help you build a thriving team. Whether you need permanent staff or locum support, we work hard to connect you with skilled professionals who will enhance your practice. Our approach is designed to save you time and effort while ensuring you find the best fit for your needs.

Our comprehensive recruitment services include:

- **Job Listings & Social Media Posts:** We'll create targeted job listings and leverage social media to maximise your reach.
- **Tailored Marketing Campaigns:** Customised marketing strategies designed to attract the right candidates for your practice.
- **Global Candidate Search:** We cast a wide net, sourcing talented professionals from both local and international markets.
- **Candidate Screening & Filtering:** We screen candidates to ensure they meet your practice's standards, saving you time and hassle.
- **Candidate Selection:** We provide you with a shortlist of highly qualified candidates for your consideration.
- **Reference Checks & Police Vetting:** We perform reference checks and police vetting to ensure you're hiring trustworthy professionals.
- **Basic Visa & Immigration Assistance:** We offer guidance on visa and immigration processes for international candidates.

# We Help You Find the Right Talent for Every Role

- **Dentists**
- **Specialists**
- **Hygienists**
- **Oral Health Therapists**
- **Dental Technicians**
- **Dental Assistants**
- **Practice Managers**

In areas where staffing can be more challenging, we work closely with you to highlight the unique benefits of your location. We'll help you promote the bigger picture - whether it's lifestyle perks, professional opportunities, or community benefits - attracting candidates who will be a great fit for your team and your practice.



# Smooth and Stress-Free Dental Practice Sales with LANZ.Dental

We specialise in making the process of selling your dental practice as smooth and stress-free as possible. Whether you're planning for succession or transitioning out of ownership, our expert team has worked with dentists and multi-owner practices across New Zealand to ensure a seamless sale - from valuation to receiving payment.

Selling your dental practice is not just a business transaction - it's the culmination of years of hard work, dedication, and passion. We understand the unique value you've built, and we're here to help you unlock its full potential. Our approach is comprehensive, including:

- **Experienced Valuation:** With more than 20 years in the dental industry, our expert valuer provides a precise and thorough assessment.
- **Detailed Business Review:** We take a deep dive into your accounts, patient base, and overall performance to determine the true value of your practice.
- **Comprehensive Assessment:** We evaluate everything from stock and staff to premises and financials, ensuring nothing is overlooked.
- **Industry Knowledge:** Thanks to our extensive experience with previous sales across New Zealand, we bring invaluable insights to the table.



### Preparation for a Successful Sale

Our in-house business adviser will work with you to get your practice "sale-ready", ensuring that your accounts are in order and advising on strategic enhancements to increase your practice's value before listing.

### Listing and Marketing Your Practice

When you list with LANZ.Dental, we ensure that your practice is marketed effectively to the right buyers - without disrupting your daily operations or impacting your patient base. Our goal is to secure the best possible price for your practice, while maintaining continuity of care for your patients.

### Seamless Sale Process

From listing to closing the deal, the LANZ.Dental team - including our licensed real estate agent - takes care of everything. We screen potential buyers, handle negotiations, and ensure the paperwork is taken care of so you can focus on what matters most. Most importantly, we make sure you get paid - smoothly and efficiently.

Our Comprehensive Services Include:

- **Sales Preparation:** Get your practice ready for sale with expert advice.
- **Independent Accounts Review and Business Valuation:** We provide a detailed financial review to maximise your sale price.
- **Enhancements to Increase Sales Value:** Discover opportunities to boost the value of your practice before listing.
- **Practice Listing and Marketing:** We use our extensive database, contacts and digital marketing to ensure we're reaching prospective purchasers across New Zealand and beyond.
- **Buyer Identification and Screening:** We identify and vet potential buyers before they get access to any confidential practice information.
- **Sales Negotiation Support:** We help you navigate the negotiation process for the best outcome.
- **Transaction and Business Transition Support:** We guide you through the entire transition process, ensuring everything is handled professionally.

Selling your dental practice doesn't have to be overwhelming. With LANZ.Dental's expert support and industry knowledge, you can rest easy knowing that the process is in capable hands. Reach out today for a consultation and start the journey toward a successful sale.

# Expert Business Support for Dental Practices

At LANZ.Dental, we understand that not every dental professional is also a business expert. The unique challenges of running a dental practice can be complex, and many accountants simply don't have the specific knowledge required for our industry. That's why we've employed a dedicated in-house business adviser - Lindsay, a Chartered Accountant with more than 40 years of experience and an in-depth understanding of the dental sector.

Our comprehensive business support services are tailored to meet the needs of your practice, no matter what stage of development you're in.

We offer:

- **Business Valuation:** Understand the true value of your practice, whether you're looking to buy, sell, or grow.
- **Business Growth Coaching:** Receive expert guidance to accelerate your practice's growth and success.
- **Evaluation of Business Structure:** Ensure your practice is set up for maximum efficiency and profitability.
- **Succession Planning and Exit Strategies:** Prepare for the future with strategic planning for retirement or selling your practice.
- **Accounts Review and Opportunity Identification:** Gain insights into areas for improvement and untapped opportunities within your business.
- **Cash Flow Analysis and Budgeting Services:** Manage your finances effectively to ensure long-term financial health.
- **Business Streamlining and Optimisation:** Increase efficiency and reduce waste for a more profitable practice.
- **Ecommerce, Booking Systems, and Marketing Recommendations:** Enhance your digital presence and attract more patients.
- **Tailored Business Support:** Personalised solutions to meet the unique needs of your practice.

## Get Started with a Free Consultation.

We believe in building lasting relationships with our clients, which is why we offer 100% free initial consultations, with no obligation. This session gives us the opportunity to understand your practice and perform a preliminary assessment. After the consultation, we'll provide a transparent, upfront price estimate along with a clear outline of the services we can offer to help your business thrive. Consultations can be arranged in person, over the phone, or via video call - whatever suits you best.

**We're here to support your success.**

**Let us help you optimise and grow your dental practice.**



## What our clients say...

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Our dental company has used LANZ on numerous occasions over the last five years during the acquisition of dental practices, and every experience has been outstanding. Lindsay's independent valuations are not only accurate, but they also make the negotiation process so much smoother ensuring both parties feel confident and satisfied. Valuations are always completed promptly, and I've referred multiple prospective clients to LANZ because I trust their expertise completely.

I highly recommend their services to anyone in the dental industry looking for reliable, professional valuations.

**Brett, CEO Team Dental NZ**

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I had an excellent experience with LANZ when purchasing my dental practice. Their team was professional, knowledgeable, and supportive throughout the entire process. They truly understand the dental industry and go above and beyond to ensure a smooth transition.

Now, as we look to grow our team, Toni has been working tirelessly to find the right associate dentist for us.

I highly recommend LANZ to anyone looking to buy or expand their dental practice!

**Natalie, Practice Owner Napier**

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Their help took most of the stress out of the whole process and we found a buyer who was a great fit to our culture.

Nothing was too much of a problem for them and it gave us a nice result.

**John, Practice Owner Auckland**

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Thanks to the LANZ team for finding us a dentist for our practice, especially when recruiting a dentist in this environment can be quite difficult. LANZ have been extremely responsive and always willing and able to assist. We can recommend LANZ.Dental for recruiting quality dental staff and appreciate the professional service we have received.

**Leanne, Practice Manager Kawatiri Health**

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Thanks so much LANZ for finding us an oral health therapist for our practice. We absolutely love having her on our team.

**Mindy, Practice Manager Auckland**



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Contact us for a confidential consultation or advice

+64 3 477 8777 (office) +64 21 229 7070 (mobile)

[info@lanz.dental](mailto:info@lanz.dental)

[www.lanz.dental](http://www.lanz.dental)