



# Our simple guide to buying a dental practice

## Stages of Purchase:



**FIND** a practice on [www.lanz.dental](http://www.lanz.dental)



**REVIEW**



**FINANCE**



**OFFER**



**SETUP**



**SOLD!**

## What I need to do:

Call Kelly on 021 223 0011, email [kelly@lanz.dental](mailto:kelly@lanz.dental) or register your interest on our website LANZ.Dental. Tell us about yourself and what you're looking for.

**Sign our online confidentiality agreement.** This will give you access to the dental practice's financial information, patient numbers, stock records and asking price. You may also arrange to view the premises at this stage.

**Visit your bank and get finance approved.**

1. Confirm the amount of deposit or savings you're able to contribute.
2. Get a financial forecast budget prepared to show the business will be able to support the proposed borrowings. *(Your accountant can assist or we can help with this, including bank finance).*

**Make an offer** or indicate your acceptance of the asking price.

**Set up a Limited Liability Company.** *(We can help or you can get your accountant to do this).*

**Note:** this step is not essential, but highly recommended.

Agree on sale / purchase price, takeover date and additional terms. **Sign the sale and purchase agreement.** Congratulations, once settlement is processed the business is yours!