



Our simple guide to selling your dental practice

Stages of the Sale

What needs to be done



DISCUSS



Talk over your plans with one of our team – for confidential, no obligation advice. For assistance selling your practice, or support with selling to an associate, LANZ can guide you through the process.



VALUATION



Use our experience to establish the value of your practice. In written form this is an important selling tool, identifying the price range.



FORMALISE



Discuss our support arrangements and how LANZ can help you get the best price for your practice. Identify your path and its costs, then formalise this by signing a **Sales Agency Agreement** with our licensed agent.



FINANCIALS



Buyers will want to see your recent financial information, practice details, photos and video of your practice, lease details and know the future intentions of Associates and staff.



MARKETING



From your information our licensed agent works with you to market your practice, based on your wishes.



BUYERS



Genuine Buyers are asked to sign a Confidentiality Agreement before receiving your practice financials. They will wish to see the practice and may ask for further information, as part of their Due Diligence, before making an offer. We assist them through this process.



SALE & PURCHASE



We assist your Lawyer to develop the **Sale and Purchase Agreement** with the special clauses needed for a dental practice, presenting this on your behalf to purchasers.



SETTLEMENT



Finally, as the sale takes place, ownership changes, payments are made and received, including the Agency fee.