

Sellers Guide

Things to consider when selling your dental practice



WHO WE ARE

LANZ.Dental

Whether you're planning to retire, move on to a new venture, or simply shift your focus, selling your practice is a major decision that requires careful planning and expert advice. Dr Tony Dey, founder of LANZ.Dental, has extensive experience with selling dental practices, having been in the NZ market for more than 20 years helping dental professionals.

Selling a dental practice is more than just handing over the keys. It's about ensuring that you get the best possible value while managing the transition smoothly for both you and your patients. Our sales and marketing approach is well refined and sellers can have confidence in the assistance and guidance they receive throughout the process.



01 VALUATION

To understand how your practice is valued and the factors that can affect its worth LANZ can provide you with an accurate and comprehensive valuation that reflects the true potential of your business.



02 WORKING WITH A SPECIALIST DENTAL BROKER AND LICENSED REAL ESTATE AGENT

We have access to market data and trends, which can provide valuable insights into current market conditions, helping you determine the right price for your business. The key is generating interest in your practice to create a competitive environment, which ultimately leads to the best deal. It's not the starting price that matters most, but the final sale price.



Our licensed real estate agent is an expert in negotiation and marketing, will screen buyers, and can offer support and efficiency with sale and purchase documents. We also have fantastic access to legal and technical advisors when needed.

03 CONFIDENTIALITY

We understand the importance of confidentiality when selling a business. We maintain discretion throughout the process, protecting sensitive information about your business and only sharing it with genuine buyers who have signed a Confidentiality Agreement with LANZ.Dental.



04 PLANNING AND PREPARATION

To maximise your sales price and sell to the right buyer at a time that suits you takes planning and preparation. Everything from getting your financials in order to enhancing your practice's appeal to attract the right buyer. You'll also need to consider whether you want to continue working post sale and what that looks like for you.





05 FINANCIAL PERFORMANCE

Having a clear strategy to sustain or increase your revenue while managing expenses is essential. It's surprising how many vendors reduce staff hours without hiring an associate to fill the gap, or neglect maintaining their equipment and premises. Then, they are shocked when their years of hard work don't result in top-dollar offers for their business.



06 PROFESSIONAL ADVISERS

You'll need to take professional advice on the implications of a sale so appointing professional business advisers in the form of a lawyer and an accountant who are experienced in helping dental professionals, is strongly recommended. We can refer you to a choice of quality lawyers and accountants who have worked with dental practice sales in the past.



07 PROPERTY

If you are selling a lease, it makes sense to ensure that you have at least 3 years of renewals left. While if you're selling the land and building then you need to make sure the title to the property is clear, up to date, and that you have all the relevant information about the property available for potential buyers. Our licensed real estate agent is experienced in selling land and buildings and can assist you with this.



08 WHAT IS FOR SALE?

Confirm exactly what is for sale. We suggest you go room by room and take an inventory of every item that should be included in the sale. Check your asset register – are there practice vehicles, furniture or artwork on the walls? What about leasehold improvements?



09 YOUR STAFF AND CLIENTS

Exiting a dental practice can be a significant decision, and it's essential to handle the transition with care and professionalism. We suggest that to maintain the confidence of your staff and your patients as you move through the selling process that you take them along on the journey. We have a **step-by-step guide** to help you manage the process.



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DUE DILIGENCE

LANZ.Dental will provide some basic information which can be used during the due diligence process. Your lawyer will guide you with a list of information you need to work through and which the purchaser's lawyer will need. The more prepared and organised you are the smoother the transaction will go.



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SALES AND PURCHASE AGREEMENT

We assist your lawyer to generate the Sales and Purchase Agreement, with specific clauses needed for a dental practice sale. Usually there is a bit of back and forth when finalising the S&P Agreement and our real estate agent will prepare, present and negotiate the Sale and Purchase Agreement between you and your purchasers.



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SETTLEMENT

As the sales takes place, stock takes happen, ownership changes, payments are made and received and now it's time for you to start the next chapter.



Selling a dental practice is complex, but with the right advice and professional support, you can maximise the value of your business and ensure a smooth transition.

Our team of experienced brokers and valuers specialise in dental practice sales, helping you every step of the way.

Your dental support specialists



Recruitment | Practice Sales | Valuations

Contact us for a confidential consultation or advice

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