



# Our simple guide to buying a dental practice

## Stages of Purchase:

## What I need to do:



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

Call Bruce on 021 777 499, email [bruce@lanz.dental](mailto:bruce@lanz.dental) or register your intent on our website LANZ.Dental. Tell us about yourself and what you're looking for.



**REVIEW**

**Sign 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.



**FINANCE**

**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).*



**OFFER**

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



**SETUP**

**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.



**SOLD!**

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!