



## THE PATHWAY TO SUCCESS

Your dental practice is more than just a business; it's the manifestation of long hours and hard work on your part, assembling the optimal team, carefully cultivating a loyal patient base, developing good relationships with your referring sources... why would you trust the transition of your largest income-producing asset to anyone but the best?

## POINTING YOU IN THE RIGHT DIRECTION

Roger K. Hill & Company works with dentists and dental specialists across the U.S., helping doctors with partnerships, practice sales, mergers and more. By choosing the right team, you'll avoid mistakes that can cost tens of thousands of dollars in lost benefits, built-in errors or tax oversights.



## OUR SERVICES INCLUDE: (1-3)

### (1) BROKERAGE

With decades of combined experience, our expert advisors will work with you one-on-one to determine a plan based upon your goals, your practice, and the current market trends within your geographic location.

### (1A) TRADITIONAL SALE:

Our team will value your practice and bring it to market. You can count on our advisors to determine the most tax-efficient financial structure for you and your buyer as well as the expected financial outcomes for both parties.

### (1B) CORPORATE (DSO) SALE:

DSOs are buying practices aggressively and in some cases paying amounts that are hard to turn down. However, keep in mind this path is not for everyone! Our team will determine if you are a DSO candidate and provide you with comparative DSO options that offer:

- the highest purchase price
- the best fit based on your personal and financial goals
- the most advantageous post-sale terms



*“Roger K. Hill & Company far exceeded my expectations in helping me with the arduous task of evaluating my practice. They were instrumental in paving the way to a smooth transition that was fair and equitable to both parties involved.”*

– Dr. Michael Carter

## (2) PLANNED PRACTICE SALE

We help you pre-position your practice for sale, up to 5 years before the sale, to maximize everyone’s benefit. We work closely with your purchaser, providing information to lenders, consultants, and attorneys—so that you can focus on the business of dentistry, not managing the details of your transition. We’ll also:

- optimize procedure mix, fees, marketing and a host of other areas
- clean up potential overhead issues
- structure the sale to minimize the “tax bite” at closing

## (3) PARTNERSHIP PATHWAY PLANNING™

You may have a new doctor poised to begin working in your practice or perhaps you already have a seasoned associate who is ready to become your partner. In either case, it is important to start that relationship off on the right foot. Our team will guide both parties through the process, providing experienced direction and answers to all your questions.

## LET’S GET STARTED

Call our Transitions team today at **877.306.9780** or email [transitions@mcgillhillgroup.com](mailto:transitions@mcgillhillgroup.com) to request a no-obligation phone consultation with one of our transitions specialists.



## YOUR ADVISORS



### Roger K. Hill, MSA, ASA

In the business of practice valuation since 1979, Roger joined McGill & Hill Group in 1997. With over 40 years of experience serving dentists and dental specialists across the United States, Roger is an active speaker, frequently addressing national and state study clubs and other professional groups. He has published extensively, and recently published a book about practice transitions (published by the American Dental Association). He is an accredited senior appraiser (ASA) of the American Society of Appraisers, and has also earned the coveted MSA, specifically geared to the business of your practice.



### Jonathan R. Martin, CPA

Jonathan joined McGill & Hill Group in September of 2005. He earned bachelor’s degrees in both accounting and finance, and a Master of Accountancy from the University of North Carolina at Charlotte. Jonathan works with dentists and specialists across the United States assisting them with their transition needs, and speaks regularly at dental schools and study clubs. He is a member of the American Institute of Certified Public Accountants and the North Carolina Association of Certified Public Accountants.



### T. Wade Coleman, JD

Wade joined McGill & Hill Group in October of 2012. He earned a bachelor’s degree in accounting from The Citadel, and a Juris Doctorate degree from Charlotte School of Law. Wade serves clients across the United States in the development and implementation of customized transition plans for their dental practices. He is a member of the South Carolina Bar and American Bar Associations.