

THINK 20

Dental Practice Purchase Worksheet



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SECTION 1: LOCATION & COMMUTE

Is the practice located where you and your family want to live? Yes No

Estimated round-trip commute (hours per day): _____

Days per week practicing: _____

Weeks per year practicing: _____

Total annual commute hours: _____

Total annual commute days: _____

Reflection: How will commuting time impact your work-life balance?

SECTION 2: CLINICAL CAPACITY

Current Clinical Production of Selling Doctor: _____

Are you confident you can handle the current patient load? Yes No

If no, will mentorship or partnership help increase production over time? Yes No

Notes / Concerns:

SECTION 3: PRACTICE FINANCIAL OVERVIEW

Historical Net Income of Practice: _____

Purchase Price of Practice: _____

Could paying \$25,000-\$50,000 more than expected be justified by strong cash flow and net income? Yes No

Reflection: Why is net income more important than the purchase price?

SECTION 4: 'THINK 20' CAREER EARNINGS PROJECTION

Practice Gross Receipts: _____

Operating Overhead (%): _____

Net Profit (%): _____

Net Profit: _____

Career Net Income: _____

Annual Growth Rate (%): _____

Projected Career Net Income with growth: _____

Reflection: Is borrowing the purchase price reasonable given potential career earnings over a 20 year period?

SECTION 5: DECISION CHECKLIST

- Location is ideal for you and your family
- Commuting time is manageable
- Able to match clinical production
- Historical net income is strong
- Practice has potential for growth
- Purchase price justified by career earnings
- Proceed with acquisition
- Further evaluation needed
- Do not pursue

Notes / Next Steps: