

Practice Transitions

Everything You Need to Know

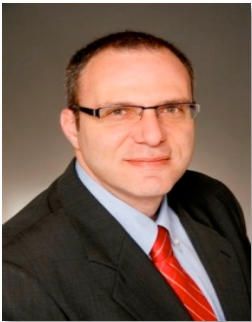


Dr. Ian Wexler

- **Key financial and insurance strategies for an ideal practice sale**

Biography

Dr. Wexler is recognized as one of Canada's leading authorities on insurance matters for dentists. He is the president and founder of Protect Insurance Agencies Inc., one of the most unique and prominent insurance firms in Canada. He is a true innovator in the world of insurance for dentists, offering unparalleled expertise that has led him to become a missionary in the world of insurance. He is a nationally recognized speaker on life and disability insurance issues for professionals, executives and business owners. An author of over 70 articles on insurance issues for dentists and has published the only insurance guide book ever written exclusively for dentists called The Facts - The Official Guide to Disability Insurance for Dentists.



David Rosenthal, B.A., LL.B.

- **Ensure pertinent legal awareness during practice sale**

Biography

David Rosenthal is a senior lawyer whose legal practice; Spiegel Rosenthal Professional Corporation a boutique firm specializing in business law for dentists is devoted to corporate, business and healthcare law for dentists. David successfully advises dentists on a broad range of legal matters, with particular emphasis but not limited to the purchase and sale of dental practices; creation and maintenance of dentistry professional corporations and dental practice and corporate reorganizations. David publishes regularly and speaks to various groups, including education seminars and lectures across Ontario and was invited by the Royal College of Dental Surgeons of Ontario to speak regarding the new laws and regulations allowing family members to be shareholders in dentistry professional corporations.



Mr. David Chong Yen

- **Best methods tackling specific tax and accounting concerns**

Biography

David Chong Yen advises dentists on tax, estate and financial planning valuations and accounting. David's "hands-on" experience from working with the dentist to improve their income and to set up and manage their practices enables him to understand their business. His chartered accounting firm currently serves several hundred dentists and other healthcare professionals. David is also a certified financial planner providing financial planning advice. David has been a speaker at various dental schools, associations across Ontario, at the Toronto Academy of Dentistry Winter Clinic and RCDSO Road Shows. He has published tax articles for the dental community, including those that have appeared in Dental Practice Management, Dispatch, Oral Health and Ontario Dentist publications.



Mr. David Lind

- **Dental practice drivers, patients and profits**

Biography

David is the Principal of Professional Practice Sales Ltd. (PPS). PPS was established in Ontario in 1991 and is a leader in dental practice valuations and sales. Prior to joining PPS, David was Senior Vice President, CIT Financial, with overall accountability for the Healthcare business. During his 18 years with CIT/Newcourt, he developed a strong understanding of the personal and professional needs of Dentists, particularly as they enter and exit the profession. He began his financial career in 1987 managing the financial affairs of high net worth individuals for Canada's largest trust company. David is an active Dental Industry volunteer currently helping several charitable dental causes. From 1997 to 2005, he sat on the Board of Directors of the Dental Industry Association of Canada (DIAC), as Treasurer and then President.



Alpha Omega Toronto

Half Day Fall Seminar

Practice Transitions

Everything You Need to Know

The professional advisory for the last 10 years has been considered the leading business and financial publication for dentists across Ontario. Four of their members considered amongst Canada's leading specialists in their respective professions, will be addressing the most important and timely issues surrounding the sale of a dental practice. Speakers include Mr. David Rosenthal, Mr. David Chong Yen, Mr. David Lind and Dr. Ian Wexler. The seminar will include a panel discussion and a question and answer period.

Date: Friday, November 25, 2011
Time: 12:00 pm - 4:00 pm (Lunch included)
Location: Beth Torah Synagogue
47 Glenbrook Avenue

This seminar is supported by the Canadian Dental Protective Association & Scotiabank

There will be no charge to members. We have a limited space for guests and the charge is \$35.00 per guest.

RSVP by November 11, 2011

Name of Member: _____

No. of Guest/s _____

Visa/ Mastercard: _____

(If necessary)

Lunch Required: Y N

RSVP: 128 Willowdale Ave. Toronto ON, M2N 4Y2 Fax: 416.250.8668 or
Email: info@aotoronto.org