



## CONTENTS

### GET READY

When it's time to be your own boss	3
Things they never taught you in dental school	4
The people you'll need along the way	5

### GET SET

When it's time to purchase a practice	6
Things to consider when buying a practice	7
Deciding on insurance plans	8

### GO!

Making a smooth transition	9
Six step transition plan	10
Four keys to success	11
Some tried-and-true promotional ideas	13
The business cycle of a typical dental practice	14
A final word	16

### IN PRACTICE: REAL WORLD WISDOM

A dentist looks back on life as an independent practitioner	17
How a young orthodontist became his own boss	19