

# SADs Looking to Sell, BADs Looking to Buy & Exhausted MADs



**Dr. Paul Goodman**

1CE/ AGD Code: 550 Practice Management

## **Synopsis:**

During this presentation, attendees will learn when to start planning to buy or sell a dental practice. Sellers will learn how to make their practices more attractive to buyers, and buyers will learn how to find the right practice for their specific needs, skills and location. Dr. Goodman will examine the current state of the dental practices transitions market, and buyers will learn how to approach a reputable bank if they need financing.

## **Learning Objectives:**

1. **Key to finding the right dental associates**
2. **Common pitfalls to avoid during transitions**
3. **Assembling the right team for buying and selling a practice**

## **Biography:**

Dr. Paul Goodman is a practicing general dentist and the managing partner of a group practice with two locations along with his brother, Jeffrey, in Mercer County, NJ. Over the past ten years, Dr. Goodman has acquired three dental practices and has transformed his father's general practice into a dental group that employs multiple general dentists, specialists, and over twenty team members in two locations.

After graduating from the University of Pennsylvania School of Dental Medicine in 2002, Dr. Goodman pursued additional training at Albert Einstein Medical Center in Philadelphia. During his general practice residency and hospital fellowship at Albert Einstein Medical Center, Dr. Goodman had the fortunate opportunity to learn how to place and restore dental implants. Dr. Paul Goodman is also known as Dr. Nacho. Founder of the Dental Nachos Facebook group dedicated to helping dentists and teams increase their success, happiness and most of all, have more fun dentisting.

Dr. Goodman lives in Center City, Philadelphia with his wife, Mary, and their two daughters, Daphne & Drew. They love all Philadelphia has to offer, especially the fantastic restaurant scene. Visit [www.peningtondentalcenter.com](http://www.peningtondentalcenter.com) or [www.dentalnachos.com](http://www.dentalnachos.com) to learn more.